

**United Way of Greenwich  
Statement of Activities  
September 2016 Year to Date**

|  | <u>BUDGET</u>    |                | <u>ACTUAL</u>  |                 | <u>Prior YTD</u> |
|--|------------------|----------------|----------------|-----------------|------------------|
|  | <u>Annual</u>    | <u>YTD</u>     | <u>YTD</u>     | <u>Variance</u> |                  |
| <b><u>Support and Revenue</u></b>                |                  |                |                |                 |                  |
| <b><u>Campaign Results</u></b>                   |                  |                |                |                 |                  |
| Local Campaign                                   | 1,350,000        | 337,500        | 374,077        | 36,577          | 492,966          |
| Tri-State - Unrestricted                         | -                | -              | -              | -               | 1,034            |
| Direct Impact                                    | -                | -              | 25,000         | 25,000          | -                |
| Donor Designations - In                          | 200,000          | 50,000         | 4,437          | (45,563)        | 10,246           |
| Donor Designations - Out                         | (15,000)         | (3,750)        | (5,000)        | (1,250)         | -                |
| Less: Provision for Uncollectibles               | (60,000)         | (15,000)       | (15,000)       | -               | (16,994)         |
| <b>Total Campaign Results</b>                    | <b>1,475,000</b> | <b>368,750</b> | <b>383,514</b> | <b>14,764</b>   | <b>487,252</b>   |
| <b><u>Other Revenue</u></b>                      |                  |                |                |                 |                  |
| Other Contributions (bequests, spec gifts, c     | 150,000          | 37,500         | 160,700        | 123,200         | 95,365           |
| Youth Services grants/revenue                    | 12,500           | 3,125          | 5,100          | 1,975           | 2,600            |
| <b>Total Other Revenue</b>                       | <b>162,500</b>   | <b>40,625</b>  | <b>165,800</b> | <b>125,175</b>  | <b>97,965</b>    |
| <b><u>Events</u></b>                             |                  |                |                |                 |                  |
| Sole Sisters (receipts)                          | 275,000          | -              | 9,200          | 9,200           | 5,000            |
| Sole Sisters (expenses)                          | (50,000)         | -              | -              | -               | (2,500)          |
| Comedy Night (receipts)                          | 70,000           | 70,000         | 56,102         | (13,898)        | 61,953           |
| Comedy Night (expenses)                          | (20,000)         | (20,000)       | (19,780)       | 220             | (6,649)          |
| Golf (receipts)                                  | 85,000           | -              | -              | -               | -                |
| Golf (expenses)                                  | (35,000)         | -              | -              | -               | -                |
| <b>Net Event Income</b>                          | <b>325,000</b>   | <b>50,000</b>  | <b>45,522</b>  | <b>(4,478)</b>  | <b>57,804</b>    |
| <b><u>CA Revenue</u></b>                         |                  |                |                |                 |                  |
| Camp Guide                                       | 15,000           | -              | -              | -               | -                |
| CA Misc.   | 1,000            | 250            | -              | (250)           | 6,399            |
| <b>Total CA Revenue</b>                          | <b>16,000</b>    | <b>250</b>     | <b>-</b>       | <b>(250)</b>    | <b>6,399</b>     |
| <b>Investment Income</b>                         | <b>10,000</b>    | <b>2,500</b>   | <b>2,356</b>   | <b>(144)</b>    | <b>(7,414)</b>   |
| <b>Total Support and Revenue</b>                 | <b>1,988,500</b> | <b>462,125</b> | <b>597,192</b> | <b>135,067</b>  | <b>642,006</b>   |
| <b><u>Expenses</u></b>                           |                  |                |                |                 |                  |
| <b><u>Allocations &amp; Board Designated</u></b> |                  |                |                |                 |                  |
| Allocations to Agencies                          | 875,000          | -              | -              | -               | 162,142          |
| Early Childhood Council/Coordination             | -                | -              | -              | -               | -                |
| Special/Critical Response Grants                 | 10,000           | 2,500          | 1,000          | (1,500)         | -                |
| <b>Total Allocations &amp; Board Designated</b>  | <b>885,000</b>   | <b>2,500</b>   | <b>1,000</b>   | <b>(1,500)</b>  | <b>162,142</b>   |
| <b><u>Program/Operating/Depreciation</u></b>     |                  |                |                |                 |                  |
| UWG Program/Operating                            | 799,806          | 214,902        | 190,712        | (24,189)        | 171,412          |
| YSC Program/Operating                            | 38,207           | 8,254          | 5,357          | (2,897)         | 44,772           |
| CA Program/Operating                             | 77,029           | 19,257         | 4,878          | (14,379)        | 29,859           |
| Depreciation                                     | 17,000           | 4,250          | 4,483          | 233             | 4,483            |
| <b>Total Program/Operating/Depreciation</b>      | <b>932,042</b>   | <b>246,663</b> | <b>205,430</b> | <b>(41,233)</b> | <b>250,526</b>   |
| <b>Non-recurring items</b>                       | <b>10,000</b>    | <b>2,500</b>   | <b>-</b>       | <b>(2,500)</b>  | <b>30,800</b>    |
| <b>Total Expenses</b>                            | <b>1,827,042</b> | <b>251,663</b> | <b>206,430</b> | <b>(45,233)</b> | <b>443,468</b>   |
| <b>Increase (Decrease) in Net Assets</b>         | <b>161,458</b>   | <b>210,463</b> | <b>390,762</b> | <b>180,299</b>  | <b>198,538</b>   |

**United Way of Greenwich  
Detail of Expenses  
September 2016 Year to Date**

|  | <i>BUDGET</i>  |                | <i>ACTUAL</i>  |                 | <i>Prior YTD</i> |
|--|----------------|----------------|----------------|-----------------|------------------|
|  | <i>Annual</i>  | <i>YTD</i>     | <i>YTD</i>     | <i>Variance</i> |                  |
| <b><u>Program/Operating/Depreciation</u></b> |                |                |                |                 |                  |
| <b><u>UWG Program/Operating Expenses</u></b> |                |                |                |                 |                  |
| Salaries & related expenses - UWG            | 462,706        | 115,677        | 113,131        | (2,546)         | 112,264          |
| Outsourced marketing                         | 60,000         | 15,000         | 9,000          | (6,000)         | 8,100            |
| Outsourced accounting                        | 54,000         | 13,500         | 19,145         | 5,645           | 8,000            |
| State and National dues                      | 31,000         | 5,700          | 5,651          | (49)            | 7,423            |
| Bank/brokerage/credit card fees              | 20,000         | 5,000          | 2,976          | (2,024)         | 4,401            |
| IT   | 22,000         | 5,500          | 4,010          | (1,490)         | 6,002            |
| Occupancy (bldg/maint/util)                  | 25,000         | 6,250          | 6,887          | 637             | 4,587            |
| Audit fees                                   | 18,000         | 9,000          | 9,600          | 600             | 6,000            |
| Insurance                                    | 14,000         | 3,500          | 4,434          | 934             | 4,498            |
| Office equipment                             | 13,500         | 3,375          | -              | (3,375)         | 3,558            |
| Campaign expenses                            | 39,000         | 22,250         | 3,016          | (19,234)        | 15               |
| Marketing expenses                           | 8,500          | 2,125          | 75             | (2,050)         | 244              |
| Postage/shipping                             | 6,000          | 1,500          | 1,102          | (398)           | 529              |
| Office supplies and expenses                 | 5,500          | 1,375          | 1,071          | (304)           | 4,135            |
| Telephone and internet                       | 6,400          | 1,600          | 1,690          | 90              | 1,136            |
| Community planning                           | 2,500          | 625            | 1,233          | 608             | -                |
| Other professional services                  | 2,000          | 500            | 2,875          | 2,375           | 139              |
| Subscriptions/memberships                    | 900            | 225            | 52             | (173)           | 380              |
| Conferences/training                         | 800            | 200            | 1,886          | 1,686           | -                |
| Misc expense                                 | 500            | 125            | 1,850          | 1,725           | -                |
| Board Expenses                               | 5,000          | 1,250          | 151            | (1,099)         | -                |
| Legal Fees                                   | 2,500          | 625            | 879            | 254             | -                |
| <b>Total UWG Program/Operating Expenses</b>  | <b>799,806</b> | <b>214,902</b> | <b>190,712</b> | <b>(24,189)</b> | <b>171,411</b>   |
| <b><u>Youth Services</u></b>                 |                |                |                |                 |                  |
| Salaries & related expenses - YSC            | 25,167         | 6,292          | 3,429          | (2,863)         | 22,824           |
| Reading Campion Op Ex                        | 8,040          | 1,462          | 1,928          | 466             | 759              |
| JRUW   | 2,500          | 250            | -              | (250)           | -                |
| Youth Planning Council                       | 2,500          | 250            | -              | (250)           | -                |
| Teen Pregnancy Task Force Op Ex              | -              | -              | -              | -               | -                |
| Local Prevention Council (LMG) Op Ex         | -              | -              | -              | -               | 305              |
| Other YSC Expenses                           | -              | -              | -              | -               | 20,884           |
| <b>Total YSC Program/Operating Expenses</b>  | <b>38,207</b>  | <b>8,254</b>   | <b>5,357</b>   | <b>(2,897)</b>  | <b>44,772</b>    |
| <b><u>CA Program/Operating Expenses</u></b>  |                |                |                |                 |                  |
| Salaries & related expenses - CA             | 48,029         | 12,007         | 4,581          | (7,426)         | 19,396           |
| Consultant - CA                              | 24,000         | 6,000          | -              | (6,000)         | 2,160            |
| Miscellaneous CA                             | 5,000          | 1,250          | 297            | (953)           | 8,303            |
| <b>Total CA Program/Operating Expenses</b>   | <b>77,029</b>  | <b>19,257</b>  | <b>4,878</b>   | <b>(14,379)</b> | <b>29,859</b>    |
| <b>Depreciation Expense</b>                  | <b>17,000</b>  | <b>4,250</b>   | <b>4,483</b>   | <b>233</b>      | <b>4,483</b>     |
| <b><u>Non-recurring items</u></b>            |                |                |                |                 |                  |
| Restructuring                                | 10,000         | 2,500          | -              | (2,500)         | -                |
| Other  | -              | -              | -              | -               | 30,800           |
| <b>Non-recurring items</b>                   | <b>10,000</b>  | <b>2,500</b>   | <b>-</b>       | <b>(2,500)</b>  | <b>30,800</b>    |
| <b>Total Expenses</b>                        | <b>952,042</b> | <b>251,663</b> | <b>205,430</b> | <b>(46,233)</b> | <b>281,325</b>   |

**United Way of Greenwich  
Statement of Activities  
September 2016**

|  | <i>BUDGET</i>    |                | <i>ACTUAL</i>  |                 |
|--|------------------|----------------|----------------|-----------------|
|  | Annual           | Month          | Current Month  | Variance        |
| <b><u>Support and Revenue</u></b>                |                  |                |                |                 |
| <b><u>Campaign Results</u></b>                   |                  |                |                |                 |
| Local Campaign                                   | 1,350,000        | 67,500         | 131,113        | 63,613          |
| Direct Impact                                    | -                | -              | -              | -               |
| Donor Designations - In                          | 200,000          | 10,000         | 1,259          | (8,741)         |
| Donor Designations - Out                         | (15,000)         | (1,250)        | (5,000)        | (3,750)         |
| Less: Provision for Uncollectibles               | (60,000)         | (5,000)        | (5,000)        | -               |
| <b>Total Campaign Results</b>                    | <b>1,475,000</b> | <b>71,250</b>  | <b>122,372</b> | <b>51,122</b>   |
| <br>   |                  |                |                |                 |
| <b><u>Other Revenue</u></b>                      |                  |                |                |                 |
| Other Contributions (bequests, spec gifts, etc)  | 150,000          | 12,500         | 10,100         | (2,400)         |
| Youth services grants/revenue                    | 12,500           | 1,042          | 2,500          | 1,458           |
| <b>Total Other Revenue</b>                       | <b>162,500</b>   | <b>13,542</b>  | <b>10,100</b>  | <b>(2,400)</b>  |
| <br>   |                  |                |                |                 |
| <b><u>Events</u></b>                             |                  |                |                |                 |
| Sole Sisters (receipts)                          | 275,000          | -              | 9,200          | 9,200           |
| Sole Sisters (expenses)                          | (50,000)         | -              | -              | -               |
| Comedy Night (receipts)                          | 70,000           | 42,000         | 26,452         | (15,548)        |
| Comedy Night (expenses)                          | (20,000)         | (12,000)       | (15,018)       | (3,018)         |
| Golf (receipts)                                  | 85,000           | -              | -              | -               |
| Golf (expenses)                                  | (35,000)         | -              | -              | -               |
| <b>Net Event Income</b>                          | <b>325,000</b>   | <b>30,000</b>  | <b>20,634</b>  | <b>(9,366)</b>  |
| <br>   |                  |                |                |                 |
| <b><u>CA Revenue</u></b>                         |                  |                |                |                 |
| Camp Guide                                       | 15,000           | -              | -              | -               |
| CA Misc.   | 1,000            | 83             | -              | (83)            |
| <b>Total CA Revenue</b>                          | <b>16,000</b>    | <b>83</b>      | <b>-</b>       | <b>(83)</b>     |
| <br>   |                  |                |                |                 |
| <b>Investment Income</b>                         | <b>10,000</b>    | <b>833</b>     | <b>(4,183)</b> | <b>(5,017)</b>  |
| <b>Total Support and Revenue</b>                 | <b>1,988,500</b> | <b>115,708</b> | <b>151,422</b> | <b>35,714</b>   |
| <br>   |                  |                |                |                 |
| <b><u>Expenses</u></b>                           |                  |                |                |                 |
| <b><u>Allocations &amp; Board Designated</u></b> |                  |                |                |                 |
| Allocations to Agencies                          | 875,000          | -              | -              | -               |
| Early Childhood Council/Coordination             | -                | -              | -              | -               |
| Special/Critical Response Grants                 | 10,000           | 833            | -              | (833)           |
| <b>Total Allocations &amp; Board Designated</b>  | <b>885,000</b>   | <b>833</b>     | <b>-</b>       | <b>(833)</b>    |
| <br>   |                  |                |                |                 |
| <b><u>Program/Operating/Depreciation</u></b>     |                  |                |                |                 |
| UWG Program/Operating                            | 799,806          | 66,651         | 50,609         | (16,042)        |
| YSC Program/Operating                            | 38,207           | 3,328          | 4,163          | 835             |
| CA Program/Operating                             | 77,029           | 6,419          | 1,782          | (4,637)         |
| Depreciation                                     | 17,000           | 1,417          | 1,494          | 78              |
| <b>Total Program/Operating/Depreciation</b>      | <b>932,042</b>   | <b>77,815</b>  | <b>58,049</b>  | <b>(19,766)</b> |
| <br>   |                  |                |                |                 |
| <b>Non-recurring items</b>                       | <b>10,000</b>    | <b>833</b>     | <b>-</b>       | <b>(833)</b>    |
| <b>Total Expenses</b>                            | <b>1,827,042</b> | <b>79,481</b>  | <b>58,049</b>  | <b>(21,432)</b> |
| <br>   |                  |                |                |                 |
| <b>Increase (Decrease) in Net Assets</b>         | <b>161,458</b>   | <b>36,227</b>  | <b>93,374</b>  | <b>57,147</b>   |

**United Way of Greenwich  
Detail of Expenses  
September 2016**

|  | <i>BUDGET</i>  |               | <i>ACTUAL</i> |                 |
|--|----------------|---------------|---------------|-----------------|
|  | Annual         | Month         | 08/31/16      | Variance        |
| <b><u>Program/Operating/Depreciation</u></b> |                |               |               |                 |
| <b><u>UWG Program/Operating Expenses</u></b> |                |               |               |                 |
| Salaries & related expenses - UWG            | 462,706        | 38,559        | 36,874        | (1,684)         |
| Outsourced marketing                         | 60,000         | 5,000         | -             | (5,000)         |
| Outsourced accounting                        | 54,000         | 4,500         | 5,283         | 783             |
| State and National dues                      | 31,000         | -             | -             | -               |
| Bank/brokerage/credit card fees              | 20,000         | 1,667         | 1,432         | (235)           |
| IT   | 22,000         | 1,833         | 831           | (1,002)         |
| Occupancy (bldg/maint/util)                  | 25,000         | 2,083         | 1,722         | (361)           |
| Audit fees                                   | 18,000         | 3,000         | -             | (3,000)         |
| Insurance                                    | 14,000         | 1,167         | 1,175         | 9               |
| Office equipment                             | 13,500         | 1,125         | -             | (1,125)         |
| Campaign expenses                            | 39,000         | 20,000        | 1,157         | (18,843)        |
| Marketing expenses                           | 8,500          | 708           | 374           | (334)           |
| Postage/shipping                             | 6,000          | 500           | -             | (500)           |
| Office supplies and expenses                 | 5,500          | 458           | 494           | 36              |
| Telephone and internet                       | 6,400          | 533           | 467           | (67)            |
| Community planning                           | 2,500          | 208           | 673           | 465             |
| Other professional services                  | 2,000          | 167           | 100           | (67)            |
| Subscriptions/memberships                    | 900            | 75            | 26            | (49)            |
| Conferences/training                         | 800            | 67            | -             | (67)            |
| Misc expense                                 | 500            | 42            | -             | (42)            |
| Board Expenses                               | 5,000          | 417           | -             | (417)           |
| Legal Fees                                   | 2,500          | 208           | -             | (208)           |
| <b>Total UWG Program/Operating Expenses</b>  | <b>799,806</b> | <b>82,317</b> | <b>50,609</b> | <b>(31,084)</b> |
| <b><u>Youth Services Counsel</u></b>         |                |               |               |                 |
| Salaries & related expenses - YSC            | 25,167         | 2,097         | 2,236         | 139             |
| Reading Campion Op Ex                        | 8,040          | 731           | 1,928         | 1,197           |
| JRUW   | 2,500          | 250           | -             | (250)           |
| Youth Planning Council                       | 2,500          | 250           | -             | (250)           |
| Teen Pregnancy Task Force Op Ex              | -              | -             | -             | -               |
| Local Prevention Council (LMG) Op Ex         | -              | -             | -             | -               |
| Other YSC Expenses                           | -              | -             | -             | -               |
| <b>Total YSC Program/Operating Expenses</b>  | <b>38,207</b>  | <b>3,328</b>  | <b>4,163</b>  | <b>835</b>      |
| <b><u>CA Program/Operating Expenses</u></b>  |                |               |               |                 |
| Salaries & related expenses - CA             | 48,029         | 4,002         | 1,683         | (2,319)         |
| Consultant - CA                              | 24,000         | 2,000         | -             | (2,000)         |
| Miscellaneous CA                             | 5,000          | 417           | 99            | (318)           |
| <b>Total CA Program/Operating Expenses</b>   | <b>77,029</b>  | <b>6,419</b>  | <b>1,782</b>  | <b>(4,637)</b>  |
| <b><u>Depreciation Expense</u></b>           | <b>17,000</b>  | <b>1,417</b>  | <b>1,494</b>  | <b>78</b>       |
| <b><u>Non-recurring items</u></b>            |                |               |               |                 |
| Restructuring                                | 10,000         | 833           | -             | (833)           |
| <b>Non-recurring items</b>                   | <b>10,000</b>  | <b>833</b>    | <b>-</b>      | <b>(833)</b>    |
| <b>Total Expenses</b>                        | <b>942,042</b> | <b>94,314</b> | <b>58,049</b> | <b>(36,266)</b> |

**United Way of Greenwich  
Balance Sheet**

|  | 08/31/16  | 08/31/15  |
|--|-----------|-----------|
| <b>ASSETS</b>                                |           |           |
| <u>CURRENT ASSETS</u>                        |           |           |
| Cash and cash equivalents                    | 540,701   | 221,755   |
| Custodial cash                               | 103,792   | 73,638    |
| Custodial Cash - ECAGS                       | 25,000    | -         |
| Investment fund                              | 428,595   | 418,923   |
| Merrill Lynch endowment fund                 | 136,233   | 119,827   |
| Subtotal cash and investments                | 1,234,321 | 834,144   |
| <br>   |           |           |
| Pledges receivables                          | 306,668   | 250,891   |
| Less: allowance for uncollectible            | (83,683)  | (89,583)  |
| Pledges receivable, net                      | 222,985   | 161,308   |
| Other accounts receivable                    | -         | 1,000     |
| Prepaid expenses                             | 4,678     | 4,328     |
| Other current assets                         | -         | -         |
| <b>Total Current Assets</b>                  | 1,461,984 | 1,000,780 |
| <br>   |           |           |
| <u>FIXED ASSETS</u>                          |           |           |
| Land   | 125,000   | 125,000   |
| Buildings and improvements                   | 392,606   | 392,606   |
| Less: accum depr. buildings & improv         | (357,357) | (349,471) |
| Furniture and fixtures                       | 22,429    | 22,429    |
| Less: accum depr. furniture and fixtures     | (20,708)  | (20,458)  |
| Computers and office equipment               | 124,084   | 124,084   |
| Less: accum depr. computers and office equip | (115,435) | (105,641) |
| <b>Fixed Assets, Net</b>                     | 170,618   | 188,548   |
| <br>   |           |           |
| <b>TOTAL ASSETS</b>                          | 1,632,602 | 1,189,328 |
| <br>   |           |           |
| <b>LIABILITIES AND NET ASSETS</b>            |           |           |
| <u>CURRENT LIABILITIES</u>                   |           |           |
| Accounts payable - trade                     | 6,745     | 36,959    |
| Accounts payable - donor designations        | 7,360     | 54,968    |
| Board allocations payable                    | 140,010   | -         |
| Custodial liabilities                        | 103,792   | 73,638    |
| Unearned Conditional Pledge - ECAGS          | 25,000    | -         |
| Accrued expenses                             | 20,745    | 27,780    |
| <b>Total Current Liabilities</b>             | 303,652   | 193,345   |
| <br>   |           |           |
| <u>NET ASSETS</u>                            |           |           |
| Operating net assets                         | 390,762   | 184,323   |
| Board designated net assets                  | 561,535   | 485,008   |
| Property and equipment                       | 193,032   | 193,032   |
| Temporarily restricted - YIP                 | 50,000    | -         |
| Temporarily restricted                       | 133,620   | 133,620   |
| <b>Total Net Assets</b>                      | 1,328,949 | 995,984   |
| <br>   |           |           |
| <b>TOTAL LIABILITIES AND NET ASSETS</b>      | 1,632,602 | 1,189,328 |