

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

	<i>BUDGET</i>		<i>ACTUAL</i>		Prior YTD
	Annual	YTD	YTD	Variance	
<u>Support and Revenue</u>					
<u>Campaign Results</u>					
Local Campaign	1,350,000	675,000	609,872	(65,128)	765,791
Tri-State - Unrestricted	-	-	-	-	1,034
Direct Impact	-	-	25,000	25,000	-
Donor Designations - In	200,000	100,000	32,794	(67,206)	47,429
Donor Designations - Out	(15,000)	(6,250)	(5,704)	547	(10,000)
Less: Provision for Uncollectibles	(60,000)	(25,000)	(25,000)	-	(26,994)
Total Campaign Results	1,475,000	743,750	636,962	(106,788)	777,260
<u>Other Revenue</u>					
Other Contributions (bequests, spec gifts, c	150,000	62,500	164,200	101,700	96,243
Youth Services grants/revenue	12,500	5,208	5,100	(108)	33,051
Total Other Revenue	162,500	67,708	169,300	101,592	129,294
<u>Events</u>					
Sole Sisters (receipts)	275,000	-	29,292	29,292	14,198
Sole Sisters (expenses)	(50,000)	-	(1,706)	(1,706)	(2,866)
Comedy Night (receipts)	70,000	70,000	98,702	28,702	66,841
Comedy Night (expenses)	(20,000)	(20,000)	(26,556)	(6,556)	(12,510)
Golf (receipts)	85,000	-	-	-	-
Golf (expenses)	(35,000)	-	-	-	-
Net Event Income	325,000	50,000	99,732	49,732	65,663
<u>CA Revenue</u>					
Camp Guide	15,000	-	-	-	-
CA Misc.	1,000	417	-	(417)	10,565
Total CA Revenue	16,000	417	-	(417)	10,565
Investment Income	10,000	4,167	(1,677)	(5,843)	4,259
Total Support and Revenue	1,988,500	866,041	904,318	38,276	987,041
<u>Expenses</u>					
<u>Allocations & Board Designated</u>					
Allocations to Agencies	875,000	140,000	-	(140,000)	376,995
Early Childhood Council/Coordination	-	-	-	-	-
Special/Critical Response Grants	10,000	4,167	1,000	(3,167)	-
Total Allocations & Board Designated	885,000	144,167	1,000	(143,167)	376,995
<u>Program/Operating/Depreciation</u>					
UWG Program/Operating	799,806	339,308	352,037	12,729	343,625
YSC Program/Operating	38,207	14,910	10,678	(4,233)	52,348
CA Program/Operating	77,029	32,095	9,871	(22,224)	41,433
Depreciation	17,000	7,083	7,471	388	7,471
Total Program/Operating/Depreciation	932,042	393,397	380,057	(13,340)	444,877
Non-recurring items	10,000	4,167	-	(4,167)	36,980
Total Expenses	1,827,042	541,730	381,057	(160,673)	858,852
Increase (Decrease) in Net Assets	161,458	324,311	523,260	198,949	128,189

**United Way of Greenwich
Detail of Expenses
November 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>	
<u>Program/Operating/Depreciation</u>					
<u>UWG Program/Operating Expenses</u>					
Salaries & related expenses - UWG	462,706	192,794	187,441	(5,354)	201,426
Outsourced marketing	60,000	25,000	22,500	(2,500)	30,106
Outsourced accounting	54,000	22,500	28,145	5,645	17,000
State and National dues	31,000	7,750	11,301	3,551	13,019
Bank/brokerage/credit card fees	20,000	8,333	6,935	(1,399)	9,097
IT	22,000	9,167	22,696	13,529	8,869
Occupancy (bldg/maint/util)	25,000	10,417	12,836	2,419	8,206
Building Sale Expenses	-	-	4,550	4,550	-
Audit fees	18,000	9,000	11,200	2,200	7,950
Insurance	14,000	5,833	5,126	(707)	9,321
Office equipment	13,500	5,625	1,275	(4,350)	6,557
Campaign expenses	39,000	25,972	21,884	(4,088)	10,469
Marketing expenses	8,500	3,542	489	(3,053)	8,147
Postage/shipping	6,000	2,500	3,103	603	1,077
Office supplies and expenses	5,500	2,292	3,104	812	6,216
Telephone and internet	6,400	2,667	2,766	99	2,045
Community planning	2,500	1,042	1,431	389	95
Other professional services	2,000	833	1,168	335	2,394
Subscriptions/memberships	900	375	354	(21)	406
Conferences/training	800	333	1,886	1,553	285
Misc expense	500	208	125	(83)	940
Board Expenses	5,000	2,083	846	(1,237)	-
Legal Fees	2,500	1,042	879	(163)	-
Total UWG Program/Operating Expenses	799,806	339,308	352,037	12,729	343,625
<u>Youth Services</u>					
Salaries & related expenses - YSC	25,167	10,486	7,153	(3,333)	23,139
Reading Campion Op Ex	8,040	2,924	3,348	424	2,952
JRUW	2,500	750	177	(573)	8,072
Youth Planning Council	2,500	750	-	(750)	-
Local Prevention Council (LMG) Op Ex	-	-	-	-	465
Other YSC Expenses	-	-	-	-	17,720
Total YSC Program/Operating Expenses	38,207	14,910	10,678	(4,233)	52,348
<u>CA Program/Operating Expenses</u>					
Salaries & related expenses - CA	48,029	20,012	9,376	(10,636)	22,641
Consultant - CA	24,000	10,000	-	(10,000)	5,400
Miscellaneous CA	5,000	2,083	495	(1,588)	13,392
Total CA Program/Operating Expenses	77,029	32,095	9,871	(22,224)	41,433
Depreciation Expense	17,000	7,083	7,471	388	7,471
<u>Non-recurring items</u>					
Restructuring	10,000	4,167	-	(4,167)	6,180
Other	-	-	-	-	30,800
Non-recurring items	10,000	4,167	-	(4,167)	36,980
Total Expenses	952,042	397,564	380,057	(21,673)	481,857

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

	<u>BUDGET</u>		<u>ACTUAL</u>	
	Annual	Month	Current Month	Variance
<u>Support and Revenue</u>				
<u>Campaign Results</u>				
Local Campaign	1,350,000	135,000	156,092	21,092
Direct Impact	-	-	-	-
Donor Designations - In	200,000	20,000	13,806	(6,194)
Donor Designations - Out	(15,000)	(1,250)	-	1,250
Less: Provision for Uncollectibles	(60,000)	(5,000)	(5,000)	-
Total Campaign Results	1,475,000	148,750	164,898	16,148
<u>Other Revenue</u>				
Other Contributions (bequests, spec gifts, etc)	150,000	12,500	3,460	(9,040)
Youth services grants/revenue	12,500	1,042	-	(1,042)
Total Other Revenue	162,500	13,542	3,460	(9,040)
<u>Events</u>				
Sole Sisters (receipts)	275,000	-	692	692
Sole Sisters (expenses)	(50,000)	-	(110)	(110)
Comedy Night (receipts)	70,000	-	5,000	5,000
Comedy Night (expenses)	(20,000)	-	(17)	(17)
Golf (receipts)	85,000	-	-	-
Golf (expenses)	(35,000)	-	-	-
Net Event Income	325,000	-	5,565	5,565
<u>CA Revenue</u>				
Camp Guide	15,000	-	-	-
CA Misc.	1,000	83	-	(83)
Total CA Revenue	16,000	83	-	(83)
 Investment Income	 10,000	 833	 (2,540)	 (3,374)
 Total Support and Revenue	 1,988,500	 163,208	 171,383	 8,175
<u>Expenses</u>				
<u>Allocations & Board Designated</u>				
Allocations to Agencies	875,000	140,000	-	(140,000)
Early Childhood Council/Coordination	-	-	-	-
Special/Critical Response Grants	10,000	833	-	(833)
Total Allocations & Board Designated	885,000	140,833	-	(140,833)
<u>Program/Operating/Depreciation</u>				
UWG Program/Operating	799,806	63,228	64,452	1,224
YSC Program/Operating	38,207	3,328	2,687	(641)
CA Program/Operating	77,029	6,419	2,542	(3,877)
Depreciation	17,000	1,417	1,494	78
Total Program/Operating/Depreciation	932,042	74,392	71,175	(3,217)
 Non-recurring items	 10,000	 833	 -	 (833)
 Total Expenses	 1,827,042	 216,058	 71,175	 (144,883)
 Increase (Decrease) in Net Assets	 161,458	 (52,850)	 100,208	 153,058

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

	<i>BUDGET</i>		<i>ACTUAL</i>	
	Annual	Month	Current Month	Variance
<u>Program/Operating/Depreciation</u>				
<u>UWG Program/Operating Expenses</u>				
Salaries & related expenses - UWG	462,706	38,559	37,251	(1,308)
Outsourced marketing	60,000	5,000	4,500	(500)
Outsourced accounting	54,000	4,500	4,500	-
State and National dues	31,000	2,050	5,651	3,601
Bank/brokerage/credit card fees	20,000	1,667	2,351	684
IT	22,000	1,833	1,256	(577)
Occupancy (bldg/maint/util)	25,000	2,083	1,810	(273)
Building Sale Expenses	-	-	-	-
Audit fees	18,000	-	-	-
Insurance	14,000	1,167	(484)	(1,650)
Office equipment	13,500	1,125	-	(1,125)
Campaign expenses	39,000	1,861	4,969	3,108
Marketing expenses	8,500	708	76	(632)
Postage/shipping	6,000	500	652	152
Office supplies and expenses	5,500	458	967	508
Telephone and internet	6,400	533	552	19
Community planning	2,500	208	75	(133)
Other professional services	2,000	167	-	(167)
Subscriptions/memberships	900	75	276	201
Conferences/training	800	67	-	(67)
Misc expense	500	42	50	8
Board Expenses	5,000	417	-	(417)
Legal Fees	2,500	208	-	(208)
Total UWG Program/Operating Expenses	799,806	63,228	64,452	1,849
<u>Youth Services Counsel</u>				
Salaries & related expenses - YSC	25,167	2,097	1,838	(259)
Reading Campion Op Ex	8,040	731	849	118
JRUW	2,500	250	-	(250)
Youth Planning Council	2,500	250	-	(250)
Local Prevention Council (LMG) Op Ex	-	-	-	-
Other YSC Expenses	-	-	-	-
Total YSC Program/Operating Expenses	38,207	3,328	2,687	(641)
<u>CA Program/Operating Expenses</u>				
Salaries & related expenses - CA	48,029	4,002	2,443	(1,560)
Consultant - CA	24,000	2,000	-	(2,000)
Miscellaneous CA	5,000	417	99	(318)
Total CA Program/Operating Expenses	77,029	6,419	2,542	(3,877)
Depreciation Expense	17,000	1,417	1,494	78
<u>Non-recurring items</u>				
Restructuring	10,000	833	-	(833)
Non-recurring items	10,000	833	-	(833)
Total Expenses	942,042	75,225	71,175	(4,050)

**United Way of Greenwich
Balance Sheet**

	<i>11/30/16</i>	<i>11/30/15</i>
ASSETS		
<u>CURRENT ASSETS</u>		
Cash and cash equivalents	589,659	192,734
Custodial cash	33,732	70,477
Custodial Cash - ECAGS	32,500	-
Investment fund	428,150	423,886
Merrill Lynch endowment fund	132,740	126,672
Subtotal cash and investments	1,216,781	813,769
Pledges receivables	270,672	223,340
Less: allowance for uncollectible	(93,683)	(99,583)
Pledges receivable, net	176,989	123,757
Other accounts receivable	-	1,000
Prepaid expenses	9,096	2,907
Other current assets	-	-
Total Current Assets	1,402,866	941,433
<u>FIXED ASSETS</u>		
Land	125,000	125,000
Buildings and improvements	392,606	392,606
Less: accum depr. buildings & improv	(358,672)	(350,786)
Furniture and fixtures	22,429	22,429
Less: accum depr. furniture and fixtures	(20,750)	(20,500)
Computers and office equipment	124,084	124,084
Less: accum depr. computers and office equip	(117,068)	(107,273)
Fixed Assets, Net	167,629	185,560
TOTAL ASSETS	1,570,495	1,126,993
LIABILITIES AND NET ASSETS		
<u>CURRENT LIABILITIES</u>		
Accounts payable - trade	14,750	26,955
Accounts payable - donor designations	8,064	61,026
Board allocations payable	-	-
Custodial liabilities	33,732	70,477
Unearned Conditional Pledge - ECAGS	32,500	-
Accrued expenses	20,002	28,686
Total Current Liabilities	109,048	187,144
<u>NET ASSETS</u>		
Operating net assets	523,260	128,189
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
Total Net Assets	1,461,448	939,850
TOTAL LIABILITIES AND NET ASSETS	1,570,495	1,126,993