



Greenwich United Way September 2017 Financial Review.

Revenues (Statement of Activities - YTD)

Results (thru 9/30/17)

- Total Support and Revenue (includes campaign, events, HSTS Camp Guide, “other contributions”, investment income) at \$605k or \$205.9k over budget. This is due to early campaign success (Pacesetter), the September mailing and the Board Designated Reserve Fund having a strong month. The \$71k variance in ECAGS is money in the bank received this year.

Expense review (Detail of Expenses - YTD)

Salaries:

- \$.9k over budget due to Program Manager hours increased. For September only, we are under budget (-\$.6k). YIP salary overage of \$5.9k due to increased hours of program manager and senior management hours allocated there.

UWG Program/Operating Expenses

- Credit card fees under budget (-\$3.1k) due to timing of event charges.
- IT under budget (-\$4.5k) due to timing of invoicing.
- Miscellaneous expense over budget \$5k due to the scanning of all G UW vital, perpetual documents and shredding of all G UW documents in attic of old building.
- Overall, expenses are (-\$36.3k) under budget, mostly due to \$11.7k being re-classified to fixed assets and other variances due to timing.

Balance Sheet

- The G UW’s cash position stands at \$~723k. Of that, \$317k is unrestricted and \$406.3k is restricted.

A note on Direct Impact Revenues:

- Currently, we have gifts and pledges totaling approx. \$1.21mm for DI.
- YIP - \$67.5k in temporarily restricted pledges.
- ECAGS - (all temporarily restricted) \$437.7k in pledges and in bank.
- HSTS - \$2.5k is in the bank with \$91.5k in pledges.
- The remaining ~\$610.8k does not appear as they are verbal commitments and other board designated funds (i.e. Adelberg Fund) are already on balance sheet - (\$45k spent on YIP in FY 16/17).