



**Greenwich United Way**  
**July 2018 Financial Review**

**Revenues (Statement of Activities – YTD)**

Results (thru 7/31/18) – **PLEASE NOTE: 2018 FINANCIALS WILL NOT BE FINALIZED UNTIL AFTER AUDIT IS COMPLETED**

- Total Support and Revenue (includes campaign, events, HSTS Camp Guide, DI, “other contributions”, investment income) is at \$88.5k mm or (\$87.3k) under budget. The variance is due to Pacesetter mailing delayed due to 85<sup>th</sup> Celebration and timing of donations.
- Direct Impact revenue variances are due to fact we are in first month of year.
- “Donor Designations In” (workplace campaigns, inside and outside of Greenwich) are (\$10.1k) under budget. This is due to timing of those campaigns which is not in GUW control.

**Expense review (Detail of Expenses – YTD)**

**Salaries:**

- **YTD, overall** salaries (\$15.8k) under budget due to DI programs not in full swing yet.

**UWG Program/Operating Expenses (Major Variances)**

- **Overall**, program/operating expenses are (\$25.9k) under budget due to DI programs not being fully expensed yet.
- Bank/brokerage/credit card fees over budget \$2.7k due to higher fees from Fidelity based on the positive performance of the BDRF.
- Audit Fees under budget (\$3k) due to timing.
- Campaign Expenses under budget (\$1.1k) due to timing.

**Balance Sheet**

- The GUW’s cash position stands at \$~1.72mm
- Restricted total is ~\$1.01mm
- Unrestricted total is ~\$711k

**A note on Direct Impact Revenues:**

- As of 7/31, we have gifts and pledges totaling approx. \$1.803mm for DI.
- YIP - \$85k in temporarily restricted pledges.
- ECAGS -\$758k in temporarily restricted pledges.
- HSTS - \$192k in temporarily restricted pledges.