



Greenwich United Way October 2018 Financial Review

Revenues (Statement of Activities - YTD)

Results (thru 10/31/18)

- Total Support and Revenue (includes campaign, events, Camp Guide, DI, “other contributions”, investment income) is at \$874k or (-\$54k) under budget.
- We are behind last year on campaign (-\$63k).
- Direct Impact revenue variances are due to the fact we are early in fiscal year.
- BDRF (-\$63.8k) on year and (-\$130k) for October.
- Merrill Lynch fund (-\$15.3k) for year and (-\$12.3k) for October.

Expense review (Detail of Expenses - YTD)

Salaries:

- **YTD, overall** salaries (\$36.1k) under budget due to: PSIC started 9/19, HSTS not expensing full salaries yet, and office manager position open for a bit.

UWG Program/Operating Expenses (Major Variances)

- **Overall**, program/operating expenses are (\$105.9k) under budget due to DI programs not being fully expensed as of October.
- Bank/brokerage/credit card fees over budget \$7.7k. Fees will start being netted out in November.
- Other variances are timing related.

Balance Sheet

- The GUW’s cash position stands at \$~1.77mm
- Restricted total is ~\$1.15mm
- Unrestricted total is ~\$626k

A note on Direct Impact Revenues:

- As of 10/31/18, we have gifts and pledges totaling approx. \$1.82mm for DI.
- YIP - \$61k in temporarily restricted pledges.
- ECAGS -\$675k in temporarily restricted pledges.
- HSTS - \$142k in temporarily restricted pledges.