



Greenwich United Way November 2018 Financial Snapshot

Revenues (Statement of Activities - YTD)

Results (thru 11/30/18)

- Total Support and Revenue (includes campaign, events, Camp Guide, DI, “other contributions”, investment income) is at \$1.022mm or (-\$81.8k) under budget.
- We are behind last year on campaign (-\$91k). Several T’ville gifts still outstanding.
- YIP, HSTS and ECAGS revenue variances due to budget not reflective of revised goals.
- BDRF -(\$34k) on year and up \$29.7k for November.
- Merrill Lynch fund (-\$17.6k) for year and (-\$2.3k) for November.

Expense review (Detail of Expenses - YTD)

Salaries:

- **YTD, overall** salaries (\$38.6k) 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 (\$125.6k) under budget due to HSTS program not being fully expensed as of November.
- Bank/brokerage/credit card fees over budget \$7.7k due to high usage during 85th Celebration.
- Other variances are timing related.

Balance Sheet

- The GUW’s cash position stands at \$~1.74mm
- Restricted total is ~\$1.009mm
- Unrestricted total is ~\$729k

A note on Direct Impact Revenues:

- As of 11/30/18, we have gifts and pledges totaling approx. \$1.82mm for DI.
- YIP - \$53.4k in temporarily restricted pledges.
- ECAGS -\$645.7k in temporarily restricted pledges.
- HSTS - \$140.2k in temporarily restricted pledges.