



## Greenwich United Way January 2019 Financial Snapshot

### **Revenues (Statement of Activities - YTD)**

Results (thru 1/31/19)

- Total Support and Revenue (includes campaign, events, Camp Guide, DI, “other contributions”), is at \$1.57mm or (\$19.9k) under budget.
- We are behind last year on campaign (\$109k). Several T’ville gifts still outstanding. Also, timing of most recent solicitation was delayed as not to conflict with Sole Sisters.
- BDRF is down (\$40k) on year and up \$111k for January.
- Merrill Lynch fund down (\$7k) for year and up \$18.7k for January.

### **Expense review (Detail of Expenses - YTD)**

#### **Salaries:**

- **YTD, overall** salaries \$9.6k over budget. This is due to the resetting of the budget and an omission of CEO increase and office manager increase. YIP continues to run over budget due to actual staff time being charged. We are closely monitoring and will be able to budget accordingly for next year.

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

- **Overall**, program/operating expenses are (\$82k) under budget driven by the late start to HSTS and timing of some larger expenses like campaign expenses, audit, et.al.
- Bank/brokerage/credit card fees over budget \$6.4k due to high usage during 85<sup>th</sup> Celebration.

### **Balance Sheet**

- The GUW’s cash position stands at \$~2.15mm
- Restricted total is ~\$1.09mm
- Unrestricted total is ~\$1.06mm

### **A note on Direct Impact Revenues:**

- As of 1/31/19, we have gifts and pledges totaling~\$1.94mm for DI.
- YIP - \$53k in temporarily restricted pledges.
- ECAGS -\$614k in temporarily restricted pledges.
- HSTS - \$124k in temporarily restricted pledges.