



Greenwich United Way
March 2019 Financial Snapshot

Revenues (Statement of Activities - YTD)

Results (thru 3/31/19)

- Total Support and Revenue (includes campaign, events, Camp Guide, DI, “other contributions”), is at \$1.9mm or \$17k over budget.
- We are behind last year on campaign (\$94k). Several T’ville gifts still outstanding. Also, timing of most recent solicitation was delayed as not to conflict with Sole Sisters.
- BDRF is up \$49k on year and up \$33.8k for March.
- Merrill Lynch fund up \$5k for year and up \$7.5k for March.

Expense review (Detail of Expenses - YTD)

Salaries:

- **YTD, overall** salaries \$16.2k over budget. This is due to the resetting of the budget and an omission of CEO increase and office manager increase. YIP, HSTS and ECAGS’ salaries continue 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. NOTE: Salary overages are in program time allocations.

UWG Program/Operating Expenses (Major Variances)

- **Overall**, program/operating expenses are (\$109k) 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 \$6.3k due to high usage during 85th Celebration.
- IT over budget \$3.9k due to change in vendors and associated costs of some IT issues we needed corrected.

Balance Sheet

- The GUV’s cash position stands at \$~2.01mm
- Restricted total is ~\$1.043mm
- Unrestricted total is ~\$967k

A note on Direct Impact Revenues:

- As of 3/31/19, we have gifts and pledges totaling~\$1.825mm for DI.
- YIP - \$38k in temporarily restricted pledges.
- ECAGS -\$565k in temporarily restricted pledges.
- HSTS - \$106k in temporarily restricted pledges.