

# MARTIN, DECROUZE & COMPANY LLP

*Certified Public Accountants*

## Accountant's Compilation Report

To the Board of Trustees of  
United Way of Greenwich, Inc.  
Greenwich, CT

Management is responsible for the accompanying financial statements of United Way of Greenwich, Inc. (a nonprofit organization), which comprise the statements of financial position as of April, 2019, and the related statements of activities and functional expenses for April 2019 year to date and the month of April 2019 in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these

The accompanying financial statements include comparisons to management's budget amounts, which are not a required part of the basic financial statements. Such information is the responsibility of management. The supplementary information was subject to our compilation engagement. We have not audited or reviewed the supplementary information and do not express an opinion, a conclusion, nor provide any assurance on such information.

Management has elected to omit substantially all of the disclosures required by accounting principles general accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Organization's financial position, changes in net assets, and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

We are not independent with respect to United Way of Greenwich, Inc.



Martin, DeCruze & Company, LLP  
Stamford, CT 06905

June 10, 2019

**United Way of Greenwich  
Statements of Activities  
April 2019 Year to Date**

	<i>BUDGET</i>		<i>ACTUAL</i>		Prior YTD	Restricted Funds	Jul 1, 2017 - Jun 30, 2018
	Annual	YTD	YTD	Variance			
<b>Support and Revenue</b>							
<b><u>Campaign Results</u></b>							
Local Campaign	1,065,000	958,500	1,031,594	73,094	1,076,352	-	1,199,132
Donor Designations - In	160,000	144,000	114,743	(29,257)	134,981	-	136,616
Donor Designations - Out	(15,000)	(12,500)	(7,353)	5,147	(7,505)	-	(7,505)
Less: Provision for Uncollectibles	(56,000)	(46,667)	(44,754)	1,913	(43,333)	-	-
<b>Total Campaign Results</b>	<u>1,154,000</u>	<u>1,043,333</u>	<u>1,094,230</u>	<u>50,897</u>	<u>1,160,495</u>	-	<u>1,328,243</u>
<b><u>Other Revenue</u></b>							
Other Contributions (bequests, spec gifts, etc)	10,000	8,333	9,614	1,280	261,467	-	280,468
Youth Services grants/revenue	-	-	-	-	7,500	-	10,000
<b>Total Other Revenue</b>	<u>10,000</u>	<u>8,333</u>	<u>9,614</u>	<u>1,280</u>	<u>268,967</u>	-	<u>290,468</u>
<b><u>Events</u></b>							
Sole Sisters (receipts)	275,000	275,000	322,898	47,898	170,679	-	252,800
Sole Sisters (expenses)	(50,000)	(50,000)	(64,655)	(14,655)	(43,039)	-	(45,974)
Golf (receipts)	90,000	45,000	41,625	(3,375)	28,736	-	93,432
Golf (expenses)	(40,000)	(20,000)	(1,689)	18,311	(467)	-	(38,314)
Gala (receipts)	325,000	325,000	349,670	24,670	-	-	-
Gala (expenses)	(100,000)	(100,000)	(115,487)	(15,487)	-	-	-
Comedy Night (receipts)	-	-	-	-	111,710	-	111,710
Comedy Night (expenses)	-	-	-	-	(27,987)	-	(27,987)
<b>Net Event Income</b>	<u>500,000</u>	<u>475,000</u>	<u>532,362</u>	<u>57,362</u>	<u>239,632</u>	-	<u>345,667</u>
<b><u>CA Revenue</u></b>							
Camp Guide (receipts)	15,000	15,000	8,200	(6,800)	15,350	-	15,350
Camp Guide (expenses)	(2,500)	(2,500)	(1,185)	1,315	-	-	-
<b>Total CA Revenue</b>	<u>12,500</u>	<u>12,500</u>	<u>7,015</u>	<u>(5,485)</u>	<u>15,350</u>	-	<u>15,350</u>
<b><u>DI Revenue</u></b>							
Youth Impact Programs	90,000	75,000	35,045	(39,955)	60,561	-	49,438
YIP - restricted funds	21,000	17,500	52,270	34,770	(20,000)	(52,270)	(17,500)
<b>Total YIP Current Revenue</b>	<u>111,000</u>	<u>92,500</u>	<u>87,315</u>	<u>(5,185)</u>	<u>40,561</u>	<u>(52,270)</u>	<u>31,938</u>
HSTS Program	25,000	20,833	1,000	(19,833)	52,000	-	99,666
HSTS - restricted funds	94,303	78,586	59,228	(19,358)	(52,000)	(59,228)	(62,272)
<b>Total HSTS Current Revenue</b>	<u>119,303</u>	<u>99,419</u>	<u>60,228</u>	<u>(39,191)</u>	<u>-</u>	<u>(59,228)</u>	<u>37,394</u>
ECAGS	50,000	41,667	76,175	34,508	456,683	-	459,106
ECAGS - restricted funds	350,905	292,421	198,625	(93,796)	(60,000)	(198,625)	(352,748)
<b>Total ECAGS Current Revenue</b>	<u>400,905</u>	<u>334,088</u>	<u>274,800</u>	<u>(59,288)</u>	<u>396,683</u>	<u>(198,625)</u>	<u>106,358</u>
<b>Total DI Revenue</b>	<u>631,208</u>	<u>526,007</u>	<u>422,343</u>	<u>(103,664)</u>	<u>437,244</u>	<u>(310,123)</u>	<u>175,690</u>
<b>Investment Income</b>	10,000	8,333	16,493	8,160	9,339	-	12,386
<b>Board designated reserve fund</b>	82,250	68,542	180,154	111,612	134,690	-	171,155
<b>Total Support and Revenue</b>	<u>2,399,958</u>	<u>2,142,049</u>	<u>2,262,211</u>	<u>120,162</u>	<u>2,265,717</u>	<u>(310,123)</u>	<u>2,338,959</u>
<b><u>UWG Operating expense allocation</u></b>							
<b><u>Grants &amp; Board Designated</u></b>							
Grants to Agencies	900,000	450,000	291,500	(158,500)	375,000	-	975,000
Special/Critical Response Grants	5,000	4,167	-	(4,167)	3,000	-	3,000
<b>Total Grants &amp; Board Designated</b>	<u>905,000</u>	<u>454,167</u>	<u>291,500</u>	<u>(162,667)</u>	<u>378,000</u>	-	<u>978,000</u>
<b><u>Program/Operating/Depreciation</u></b>							
UWG Program/Operating	684,853	566,370	459,222	(107,148)	521,572	-	629,843
Community Planning Program/Operating	15,515	12,929	23,572	10,643	31,268	-	36,822
YIP Program/Operating	89,180	72,420	87,315	14,895	60,163	-	78,929
HSTS Program/Operating	69,040	53,276	60,228	6,952	29,852	-	37,619
ECAGS Program/Operating	383,905	317,435	274,800	(42,635)	53,044	-	107,063
Depreciation	4,000	3,333	3,142	(191)	3,105	-	3,726
<b>Total Program/Operating/Depreciation</b>	<u>1,246,493</u>	<u>1,025,763</u>	<u>908,279</u>	<u>(117,484)</u>	<u>699,004</u>	-	<u>894,002</u>
<b><u>Non-recurring items</u></b>	-	-	-	-	5,712	-	5,712
<b>Total Expenses</b>	<u>2,151,493</u>	<u>1,479,930</u>	<u>1,199,779</u>	<u>(280,152)</u>	<u>1,082,716</u>	-	<u>1,877,714</u>
<b>Addition to board designated fund</b>	-	-	-	-	(250,000)	-	(250,000)
<b>Increase (Decrease) to Net Assets</b>	<u>248,465</u>	<u>662,119</u>	<u>1,062,432</u>	<u>400,313</u>	<u>933,001</u>		<u>211,245</u>

**United Way of Greenwich  
Statements of Functional Expenses  
April 2019 Year to Date**

	<i>BUDGET</i>		<i>ACTUAL</i>		Jul 1, 2017 -	
	Annual	YTD	YTD	Variance	Prior YTD	Jun 30, 2018
<b><u>Program/Operating/Depreciation</u></b>						
<b><u>UWG Program/Operating Expenses</u></b>						
Salaries & related expenses - UWG	436,025	363,354	324,637	(38,717)	306,353	365,883
Outsourced marketing	54,000	45,000	40,500	(4,500)	45,000	54,000
Outsourced accounting	60,000	50,000	48,800	(1,200)	49,900	58,900
State and National dues	31,000	24,850	12,266	(12,584)	15,469	22,033
Bank/brokerage/credit card fees	20,000	16,667	23,747	7,080	20,743	24,039
IT	10,000	8,333	12,371	4,038	8,869	9,967
Occupancy (rent/storage/maint/util)	17,500	14,583	8,325	(6,258)	14,417	16,057
Building sales expenses	-	-	-	-	5,379	5,379
Audit fees	19,000	10,000	3,150	(6,850)	9,960	27,160
Insurance	14,000	11,667	11,287	(380)	10,627	12,592
Office equipment	7,000	5,834	6,868	1,034	5,250	4,826
Campaign expenses	39,000	35,277	12,872	(22,405)	28,359	35,401
Marketing expenses	8,500	7,083	8,730	1,647	6,575	9,282
Postage/shipping	6,500	5,417	2,388	(3,029)	3,400	3,404
Office supplies and expenses	5,500	4,583	5,229	646	4,672	5,801
Telephone and internet	7,500	6,250	5,923	(327)	5,914	7,208
Other professional services	2,000	1,667	2,393	726	2,769	3,335
Subscriptions/memberships	900	750	210	(540)	-	210
Conferences/training	1,000	833	199	(634)	87	87
Misc expense	500	417	589	172	5,222	5,537
Board retreat	5,000	5,000	-	(5,000)	-	-
Board cultivation	3,000	2,500	-	(2,500)	-	-
Board expenses	7,000	4,700	5,196	496	5,002	6,175
Legal Fees	2,500	2,083	-	(2,083)	2,119	2,119
<b>Total UWG Program/Operating Expenses</b>	<b>757,425</b>	<b>626,848</b>	<b>535,680</b>	<b>(91,169)</b>	<b>556,086</b>	<b>679,395</b>
Less allocation to DIP youth cost structure	(26,164)	(21,800)	(24,105)	(2,305)	(8,950)	(11,492)
Less allocation to DIP HSTS cost structure	(10,687)	(8,910)	(13,692)	(4,782)	(6,098)	(9,165)
Less allocation to DIP ECAGS cost structure	(35,721)	(29,768)	(38,661)	(8,893)	(19,464)	(28,893)
<b>Total UWG Program/Operating Expenses Post DI Allocation</b>	<b>684,853</b>	<b>566,370</b>	<b>459,222</b>	<b>(107,150)</b>	<b>521,572</b>	<b>629,843</b>
<b><u>Community Planning Program Expenses</u></b>						
Salaries & related expenses	13,015	10,846	21,939	11,093	29,935	34,753
Community planning	2,500	2,083	1,633	(450)	1,333	2,069
<b>Total Community Planning Program Expenses</b>	<b>15,515</b>	<b>12,929</b>	<b>23,572</b>	<b>10,643</b>	<b>31,268</b>	<b>36,822</b>
<b><u>Youth Impact Programming</u></b>						
Salaries & related expenses - YIP	46,516	37,650	49,005	11,355	34,036	44,507
Salaries & related expenses - YIP Fundraising	-	-	7,238	7,238	12,443	15,229
Reading Champion Op Ex	7,500	6,138	6,104	(34)	4,410	6,808
Champions program materials	4,000	2,668	-	(2,668)	-	-
JRUW	2,500	2,080	607	(1,473)	324	893
Donor communication & social media	1,000	834	-	(834)	-	-
Direct fundraising costs	1,500	1,250	256	(994)	-	-
UWG Operating expense allocation	26,164	21,800	24,105	2,305	8,950	11,492
<b>Total YIP Program/Operating Expenses</b>	<b>89,180</b>	<b>72,420</b>	<b>87,315</b>	<b>14,895</b>	<b>60,163</b>	<b>78,929</b>
<b><u>HSTS Program/Operating Expenses</u></b>						
Salaries & related expenses - HSTS	42,353	31,124	35,382	4,258	12,529	14,704
Salaries & related expenses - HSTS Fundraising	-	-	2,993	2,993	7,554	9,701
VisionLink buildout	6,000	6,000	6,780	780	-	-
VisionLink seat licenses	6,500	4,332	-	(4,332)	-	-
Miscellaneous HSTS	1,500	1,250	1,124	(126)	3,669	3,867
Donor communication & social media	1,000	830	-	(830)	-	180
Direct fundraising costs	1,000	830	256	(574)	-	-
UWG Operating expense allocation	10,687	8,910	13,692	4,782	6,098	9,165
<b>Total HSTS Program/Operating Expenses</b>	<b>69,040</b>	<b>53,276</b>	<b>60,228</b>	<b>6,952</b>	<b>29,852</b>	<b>37,619</b>

**United Way of Greenwich**  
**Statements of Functional Expenses (continued)**  
**April 2019 Year to Date**

	<u>BUDGET</u>		<u>ACTUAL</u>		<u>Jul 1, 2017 -</u>	
	<u>Annual</u>	<u>YTD</u>	<u>YTD</u>	<u>Variance</u>	<u>Prior YTD</u>	<u>Jun 30, 2018</u>
<b><u>ECAGS Program/Operating Expenses</u></b>						
Salary & related expenses - Family Center ECAG:	171,000	142,500	106,510	(35,990)	-	-
Salary & related expenses - UWG ECAGS	43,384	36,150	44,195	8,045	22,154	56,365
Salaries & related expenses - ECAGS Fundraising	-	-	11,271	11,271	7,100	8,922
PAT affiliate fee & training	2,000	2,000	-	(2,000)	4,026	11,789
PAT supplies & incidental expenses	15,000	12,500	21,430	8,930	-	-
Instructional coach salary & related expenses	54,000	42,170	41,388	(782)	-	-
Instructional coach transportation & incidentals	5,000	4,170	541	(3,629)	-	-
Early childhood expert	20,000	16,670	8,886	(7,784)	-	-
Contingency (10% of staff/supplies)	29,300	24,420	203	(24,217)	-	-
Donor communication & social media	3,500	2,920	722	(2,198)	-	794
Direct fundraising costs	5,000	4,167	993	(3,174)	300	300
UWG Operating expense allocation	35,721	29,768	38,661	8,893	19,464	28,893
<b>ECAGS Program/Operating Expenses</b>	<b>383,905</b>	<b>317,435</b>	<b>274,800</b>	<b>(42,635)</b>	<b>53,044</b>	<b>107,063</b>
<b><u>Depreciation Expense</u></b>	<b>4,000</b>	<b>3,333</b>	<b>3,142</b>	<b>(191)</b>	<b>3,105</b>	<b>3,726</b>
<b><u>Non-recurring items</u></b>						
Restructuring	-	-	-	-	-	-
Strategic Retreat	-	-	-	-	5,712	5,712
<b>Non-recurring items</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>5,712</b>	<b>5,712</b>
<b><u>Total Expenses</u></b>	<b>1,246,493</b>	<b>1,025,763</b>	<b>908,279</b>	<b>(117,488)</b>	<b>704,716</b>	<b>899,714</b>

**United Way of Greenwich  
Statements of Activities  
April 2019**

	<i>BUDGET</i>		<i>ACTUAL</i>		Restricted Funds
	Annual	Month	Current Month	Variance	
<b>Support and Revenue</b>					
<b>Campaign Results</b>					
Local Campaign	1,065,000	10,650	50,896	40,246	-
Donor Designations - In	160,000	8,000	7,402	(598)	-
Donor Designations - Out	(15,000)	(1,250)	891	2,140	-
Less: Provision for Uncollectibles	(56,000)	(4,667)	(3,000)	1,667	-
<b>Total Campaign Results</b>	<b>1,154,000</b>	<b>12,733</b>	<b>56,188</b>	<b>43,456</b>	<b>-</b>
<b>Other Revenue</b>					
Other Contributions (bequests, spec gifts, etc)	10,000	833	76	(757)	-
<b>Total Other Revenue</b>	<b>10,000</b>	<b>833</b>	<b>76</b>	<b>(757)</b>	<b>-</b>
<b>Events</b>					
Sole Sisters (receipts)	275,000	123,750	93,250	(30,500)	-
Sole Sisters (expenses)	(50,000)	(22,500)	(57,954)	(35,454)	-
Golf (receipts)	90,000	35,000	25,275	(9,725)	-
Golf (expenses)	(40,000)	(20,000)	(1,239)	18,761	-
Gala (receipts)	325,000	-	-	-	-
Gala (expenses)	(100,000)	-	-	-	-
<b>Net Event Income</b>	<b>500,000</b>	<b>116,250</b>	<b>59,332</b>	<b>(56,918)</b>	<b>-</b>
<b>CA Revenue</b>					
Camp Guide (receipts)	15,000	-	950	950	-
Camp Guide (expenses)	(2,500)	-	-	-	-
<b>Total CA Revenue</b>	<b>12,500</b>	<b>-</b>	<b>950</b>	<b>950</b>	<b>-</b>
<b>DI Revenue</b>					
Youth Impact Programs	90,000	7,500	5,000	(2,500)	-
YIP - restricted funds	21,000	1,750	5,261	3,511	(5,261)
<b>Total YIP Current Revenue</b>	<b>111,000</b>	<b>9,250</b>	<b>10,261</b>	<b>1,011</b>	<b>(5,261)</b>
HSTS Program	25,000	2,083	-	(2,083)	-
HSTS - restricted funds	94,303	7,859	9,308	1,449	(9,308)
<b>Total HSTS Revenue</b>	<b>119,303</b>	<b>9,942</b>	<b>9,308</b>	<b>(634)</b>	<b>(9,308)</b>
ECAGS	50,000	4,167	25,000	20,833	-
ECAGS - restricted funds	350,905	29,242	4,299	(24,943)	(4,299)
<b>Total ECAGS Current Revenue</b>	<b>400,905</b>	<b>33,409</b>	<b>29,299</b>	<b>(4,110)</b>	<b>(4,299)</b>
<b>Total DI Revenue</b>	<b>631,208</b>	<b>52,601</b>	<b>48,868</b>	<b>(3,733)</b>	<b>(18,868)</b>
<b>Investment Income</b>	<b>10,000</b>	<b>833</b>	<b>3,888</b>	<b>3,055</b>	<b>-</b>
<b>Board designated reserve fund</b>	<b>82,250</b>	<b>6,854</b>	<b>69,112</b>	<b>62,258</b>	<b>-</b>
<b>Total Support and Revenue</b>	<b>2,399,958</b>	<b>190,104</b>	<b>238,415</b>	<b>48,310</b>	<b>(18,868)</b>
<b>UWG Operating expense allocation</b>					
<b>Grants &amp; Board Designated</b>					
Grants to Agencies	900,000	-	-	-	-
Special/Critical Response Grants	5,000	416	-	(416)	-
<b>Total Grants &amp; Board Designated</b>	<b>905,000</b>	<b>416</b>	<b>-</b>	<b>(416)</b>	<b>-</b>
<b>Program/Operating/Depreciation</b>					
UWG Program/Operating	684,853	50,828	46,434	(4,394)	-
Community Planning Program/Operating	15,515	1,293	2,024	731	-
YIP Program/Operating	89,180	8,380	10,261	1,881	-
HSTS Program/Operating	69,040	7,877	9,308	1,431	-
ECAGS Program/Operating	383,905	35,244	29,299	(5,945)	-
Depreciation	4,000	333	314	(19)	-
<b>Total Program/Operating/Depreciation</b>	<b>1,246,493</b>	<b>103,955</b>	<b>97,640</b>	<b>(6,315)</b>	<b>-</b>
<b>Total Expenses</b>	<b>2,151,493</b>	<b>104,371</b>	<b>97,640</b>	<b>(6,731)</b>	<b>-</b>
<b>Increase (Decrease) in Net Assets</b>	<b>248,465</b>	<b>85,733</b>	<b>140,774</b>	<b>55,042</b>	<b>(18,868)</b>

**United Way of Greenwich**  
**Statements of Functional Expenses**  
**April 2019**

	<i><b>BUDGET</b></i>		<i><b>ACTUAL</b></i>	
	Annual	Month	Current Month	Variance
<b><u>Program/Operating/Depreciation</u></b>				
<b><u>UWG Program/Operating Expenses</u></b>				
Salaries & related expenses - UWG	436,025	36,335	33,238	(3,097)
Outsourced marketing	54,000	4,500	4,500	-
Outsourced accounting	60,000	5,000	4,500	(500)
State and National dues	31,000	-	-	-
Bank/brokerage/credit card fees	20,000	1,666	2,404	738
IT	10,000	833	949	116
Occupancy (rent/storage/maint/util)	17,500	1,458	820	(638)
Audit fees	19,000	-	3,150	3,150
Insurance	14,000	1,166	1,231	65
Office equipment	7,000	583	885	302
Campaign expenses	39,000	1,861	59	(1,803)
Marketing expenses	8,500	708	952	244
Postage/shipping	6,500	541	-	(541)
Office supplies and expenses	5,500	458	586	128
Telephone and internet	7,500	625	594	(31)
Other professional services	2,000	167	398	231
Subscriptions/memberships	900	75	210	135
Conferences/training	1,000	100	-	(100)
Misc expense	500	42	-	(42)
Board retreat	5,000	-	-	-
Board cultivation	3,000	250	-	(250)
Board expenses	7,000	300	-	(300)
Legal Fees	2,500	208	-	(208)
<b>Total UWG Program/Operating Expenses</b>	<b>757,425</b>	<b>56,876</b>	<b>54,474</b>	<b>(2,401)</b>
Less allocation to DIP youth cost structure	(26,164)	(2,180)	(2,153)	27
Less allocation to DIP HSTS cost structure	(10,687)	(891)	(2,223)	(1,332)
Less allocation to DIP ECAGS cost structure	(35,721)	(2,977)	(3,664)	(687)
<b>Total UWG Program/Operating Expenses Post DI Allocation</b>	<b>684,853</b>	<b>50,828</b>	<b>46,434</b>	<b>(4,394)</b>
<b><u>Community Planning Program Expenses</u></b>				
Salaries & related expenses	13,015	1,085	1,641	556
Community planning	2,500	208	383	175
<b>Total Community Planning Program Expenses</b>	<b>15,515</b>	<b>1,293</b>	<b>2,024</b>	<b>731</b>
<b><u>Youth Impact Programming</u></b>				
Salaries & related expenses - YIP	46,516	4,435	5,288	853
Salaries & related expenses - YIP Fundraising	-	-	541	541
Reading Champion Op Ex	7,500	682	2,279	1,597
Champions program materials	4,000	667	-	(667)
JRUW	2,500	208	-	(208)
Donor communication & social media	1,000	83	-	(83)
Direct fundraising costs	1,500	125	-	(125)
UWG Operating expense allocation	26,164	2,180	2,153	(27)
<b>Total YIP Program/Operating Expenses</b>	<b>89,180</b>	<b>8,380</b>	<b>10,261</b>	<b>1,881</b>
<b><u>HSTS Program/Operating Expenses</u></b>				
Salaries & related expenses - HSTS	42,353	5,612	6,305	693
Salaries & related expenses - HSTS Fundraising	-	-	483	483
VisionLink buildout	6,000	-	180	180
VisionLink seat licenses	6,500	1,083	-	(1,083)
Miscellaneous HSTS	1,500	125	116	(9)
Donor communication & social media	1,000	83	-	(83)
Direct fundraising costs	1,000	83	-	(83)
UWG Operating expense allocation	10,687	891	2,223	1,332
<b>Total HSTS Program/Operating Expenses</b>	<b>69,040</b>	<b>7,877</b>	<b>9,308</b>	<b>1,431</b>

**United Way of Greenwich**  
**Statements of Functional Expenses (continued)**  
**April 2019**

	<i><b>BUDGET</b></i>		<i><b>ACTUAL</b></i>	
	Annual	Month	Current Month	Variance
<b><u>ECAGS Program/Operating Expenses</u></b>				
Salary & related expenses - Family Center ECAGS	171,000	14,250	11,936	(2,314)
Salary & related expenses - UWG ECAGS	43,384	3,615	4,130	515
Salaries & related expenses - ECAGS Fundraising	-	-	541	541
PAT affiliate fee & training	2,000	2,000	-	(2,000)
PAT supplies & incidental expenses	15,000	1,250	2,373	1,123
Instructional coach salary & related expenses	54,000	5,917	5,337	(580)
Instructional coach transportation & incidentals	5,000	417	-	(417)
Early childhood expert	20,000	1,667	1,319	(348)
Contingency (10% of staff/supplies)	29,300	2,442	-	(2,442)
Donor communication & social media	3,500	292	-	(292)
Direct fundraising costs	5,000	417	-	(417)
UWG Operating expense allocation	35,721	2,977	3,664	687
<b>Total ECAGS Program/Operating Expenses</b>	<b>383,905</b>	<b>35,244</b>	<b>29,299</b>	<b>(5,945)</b>
<b><u>Depreciation Expense</u></b>	<b>4,000</b>	<b>333</b>	<b>314</b>	<b>(19)</b>
<b><u>Total Expenses</u></b>	<b>1,246,493</b>	<b>103,955</b>	<b>97,640</b>	<b>(6,315)</b>

**United Way of Greenwich  
Statements of Financial Position**

	<i>04/30/19</i>	<i>04/30/18</i>
<b>ASSETS</b>		
<u>CURRENT ASSETS</u>		
Cash and cash equivalents	2,135,215	1,821,483
Investment fund	351,269	344,799
Board designated reserve funds	2,542,364	2,414,336
Merrill Lynch endowment fund	155,695	157,789
Subtotal cash and investments	5,184,543	4,738,407
Pledges receivables	362,266	452,143
Present value discount	(6,643)	(11,170)
Less: allowance for uncollectible	(88,089)	(107,333)
Pledges receivable, net	267,534	333,640
Prepaid expenses	6,839	5,302
<b>Total Current Assets</b>	5,458,916	5,077,349
<u>FIXED ASSETS</u>		
Buildings and improvements	6,480	6,480
Less: accum depr. buildings & improv	(5,940)	(2,700)
Furniture and fixtures	5,298	5,298
Less: accum depr. furniture and fixtures	(927)	(405)
<b>Fixed Assets, Net</b>	4,911	8,673
<b>TOTAL ASSETS</b>	5,463,827	5,086,022
<b>LIABILITIES AND NET ASSETS</b>		
<u>CURRENT LIABILITIES</u>		
Accounts payable - trade	79,658	33,610
Accounts payable - donor designations	653	4,320
Accrued expenses	10,158	13,460
<b>Total Current Liabilities</b>	90,469	51,390
<u>NET ASSETS</u>		
Operating net assets	1,331,119	1,141,760
Board designated net assets	3,180,154	3,091,677
Temporarily restricted - YIP	32,730	20,833
Temporarily restricted - ECAGS	561,889	467,766
Temporarily restricted - HSTS	97,045	146,001
Temporarily restricted - other	170,421	166,595
<b>Total Net Assets</b>	5,373,358	5,034,632
<b>TOTAL LIABILITIES AND NET ASSETS</b>	5,463,827	5,086,022