

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

	<i>BUDGET</i>		<i>ACTUAL</i>		Prior YTD	Restricted Funds	Jul 1, 2018 - Jun 30, 2019
	Annual	YTD	YTD	Variance			
Support and Revenue							
Campaign Results							
Local Campaign	1,100,000	132,000	230,764	98,764	119,774	-	1,094,239
Donor Designations - In	140,000	19,600	13,213	(6,387)	11,789	-	126,814
Donor Designations - Out	(15,000)	(5,750)	(5,218)	532	-	-	(7,571)
Less: Provision for Uncollectibles	(45,000)	(7,500)	(7,500)	-	(9,334)	-	(19,462)
Total Campaign Results	1,180,000	138,350	231,259	92,909	122,229	-	1,194,020
Other Revenue							
Other Contributions (bequests, spec gifts, etc)	10,000	1,667	-	(1,667)	-	-	77,264
Total Other Revenue	10,000	1,667	-	(1,667)	-	-	77,264
Events							
Sole Sisters (receipts)	275,000	-	11,450	11,450	500	-	328,582
Sole Sisters (expenses)	(50,000)	-	-	-	-	-	(67,688)
Golf (receipts)	90,000	-	3,015	3,015	-	-	81,210
Golf (expenses)	(40,000)	-	-	-	-	-	(38,564)
Gala (receipts)	-	-	-	-	109,600	-	349,920
Gala (expenses)	-	-	-	-	(4,997)	-	(115,487)
Comedy Night (receipts)	90,000	30,000	33,206	3,206	-	-	-
Comedy Night (expenses)	(15,000)	(5,000)	(1,689)	3,311	-	-	-
Net Event Income	350,000	25,000	45,982	20,982	105,103	-	537,973
CA Revenue							
Camp Guide (receipts)	-	-	-	-	-	-	8,200
Camp Guide (expenses)	-	-	-	-	-	-	(1,185)
Total CA Revenue	-	-	-	-	-	-	7,015
DI Revenue							
Youth Impact Programs	110,000	18,333	2,657	(15,676)	-	-	41,010
YIP - restricted funds	(4,617)	(770)	17,176	17,946	10,681	(17,176)	67,824
Total YIP Current Revenue	105,383	17,564	19,833	2,269	10,681	(17,176)	108,834
HSTS Program	50,000	8,333	-	(8,333)	-	-	1,000
HSTS - restricted funds	75,754	12,626	21,794	9,168	10,186	(21,794)	92,372
Total HSTS Current Revenue	125,754	20,959	21,794	835	10,186	(21,794)	93,372
ECAGS	250,000	41,667	5,000	(36,667)	15,000	-	86,175
ECAGS - restricted funds	158,378	26,396	56,412	30,016	29,979	(56,412)	289,718
Total ECAGS Current Revenue	408,378	68,063	61,412	(6,651)	44,979	(56,412)	375,893
Total DI Revenue	639,515	106,586	103,039	(3,547)	65,846	(95,382)	578,099
Investment Income	10,000	1,667	2,798	1,131	1,109	-	23,203
Board designated reserve fund	86,429	14,405	16,461	2,056	106,490	-	208,710
Total Support and Revenue	2,275,944	287,674	399,539	111,865	400,777	(95,382)	2,626,284
UWG Operating expense allocation							
Grants & Board Designated							
Grants to Agencies	950,000	-	-	-	-	-	911,500
Special/Critical Response Grants	5,000	833	-	(833)	-	-	-
Total Grants & Board Designated	955,000	833	-	(833)	-	-	911,500
Program/Operating/Depreciation							
UWG Program/Operating	768,796	126,688	101,879	(24,809)	89,282	-	609,793
Community Planning Program/Operating	81,039	3,507	5,152	1,646	2,522	-	27,390
YIP Program/Operating	105,383	16,996	20,240	3,244	10,681	-	108,833
HSTS Program/Operating	125,754	18,059	21,794	3,735	10,185	-	93,373
ECAGS Program/Operating	408,378	67,788	61,412	(6,376)	44,981	-	375,893
Depreciation	4,000	667	88	(579)	628	-	3,770
Total Program/Operating/Depreciation	1,493,350	233,704	210,565	(23,139)	158,279	-	1,219,052
Total Expenses	2,448,350	234,537	210,565	(23,972)	158,279	-	2,130,552
Increase (Decrease) to Net Assets	(172,406)	53,137	188,974	135,836	242,498	-	495,732

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

	<i>BUDGET</i>		<i>ACTUAL</i>			Jul 1, 2018 - Jun 30, 2019
	Annual	YTD	YTD	Variance	Prior YTD	
<u>Program/Operating/Depreciation</u>						
<u>UWG Program/Operating Expenses</u>						
Salaries & related expenses - UWG	464,496	77,416	71,003	(6,413)	60,071	399,224
Outsourced marketing	54,000	9,000	9,000	-	9,000	49,500
Outsourced accounting	60,000	10,000	10,710	710	9,600	58,810
State and National dues	31,000	5,700	4,666	(1,034)	3,922	16,689
Bank/brokerage/credit card fees	22,500	3,334	1,633	(1,701)	7,809	26,986
IT	10,000	1,667	2,037	370	2,983	14,270
Occupancy (rent/storage/maint/util)	84,000	14,000	14,377	377	1,720	70,024
Audit fees	23,200	8,000	-	(8,000)	-	20,050
Insurance	15,000	2,334	2,464	130	2,220	13,748
Office equipment	7,500	1,370	1,321	(49)	1,756	7,162
Campaign expenses	39,000	2,250	70	(2,180)	92	19,949
Marketing expenses	8,500	1,417	419	(998)	435	11,256
Postage/shipping	6,500	1,083	1,069	(14)	48	2,388
Office supplies and expenses	5,500	917	1,120	203	514	6,140
Telephone and internet	7,500	1,250	1,264	14	1,179	7,110
Other professional services	2,000	333	398	65	115	3,013
Subscriptions/memberships	900	150	-	(150)	-	210
Conferences/training	1,000	167	-	(167)	-	349
Misc expense	500	83	384	301	205	703
Board retreat	5,000	-	-	-	-	-
Board cultivation	3,000	500	-	(500)	-	-
Board expenses	7,000	600	-	(600)	49	6,912
Legal Fees	2,500	417	-	(417)	-	-
Total UWG Program/Operating Expenses	860,596	141,988	121,935	(20,054)	101,718	734,493
Less allocation to DIP youth cost structure	(29,400)	(4,900)	(5,539)	(639)	(3,535)	(34,584)
Less allocation to DIP HSTS cost structure	(15,600)	(2,600)	(6,225)	(3,625)	(3,293)	(30,645)
Less allocation to DIP ECAGS cost structure	(46,800)	(7,800)	(8,292)	(492)	(5,607)	(59,469)
Total UWG Program/Operating Expenses Post DI Allocation	768,796	126,688	101,879	(24,811)	89,282	609,793
<u>Community Planning Program Expenses</u>						
Salaries & related expenses	18,539	3,090	5,052	1,962	2,464	25,568
Needs Assessment	60,000	-	-	-	-	-
Community planning	2,500	417	100	(317)	58	1,822
Total Community Planning Program Expenses	81,039	3,507	5,152	1,646	2,522	27,390
<u>Youth Impact Programming</u>						
Salaries & related expenses - YIP	55,983	9,331	10,729	1,399	5,377	58,562
Salaries & related expenses - YIP Fundraising	-	-	1,161	1,161	1,554	8,381
Reading Champion Op Ex	7,500	682	2,546	1,864	215	6,205
Champions program materials	7,500	1,250	-	(1,250)	-	-
JRUW	2,500	417	265	(151)	-	845
Donor communication & social media	1,000	167	-	(167)	-	-
Direct fundraising costs	1,500	250	-	(250)	-	256
UWG Operating expense allocation	29,400	4,900	5,539	639	3,535	34,584
Total YIP Program/Operating Expenses	105,383	16,996	20,240	3,244	10,681	108,833
<u>HSTS Program/Operating Expenses</u>						
Salaries & related expenses - HSTS	82,654	13,776	13,310	(466)	5,633	50,175
Salaries & related expenses - HSTS Fundraising	-	-	966	966	1,061	3,959
VisionLink buildout	15,000	-	-	-	-	6,980
VisionLink seat licenses	9,000	1,100	1,060	(40)	-	-
Miscellaneous HSTS	1,500	250	232	(18)	198	1,356
Donor communication & social media	1,000	167	-	(167)	-	-
Direct fundraising costs	1,000	167	-	(167)	-	256
UWG Operating expense allocation	15,600	2,600	6,225	3,625	3,293	30,645
Total HSTS Program/Operating Expenses	125,754	18,059	21,794	3,735	10,185	93,373

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

	<i>BUDGET</i>		<i>ACTUAL</i>			Jul 1, 2018 - Jun 30, 2019
	Annual	YTD	YTD	Variance	Prior YTD	
<u>ECAGS Program/Operating Expenses</u>						
Salary & related expenses - Family Center ECAC	153,130	25,522	25,505	(17)	21,103	135,023
Salary & related expenses - UWG ECAGS	37,078	6,180	7,102	922	9,180	52,616
Salaries & related expenses - ECAGS Fundraisin	-	-	1,161	1,161	2,273	12,414
PAT affiliate fee & training	1,650	-	-	-	-	1,650
PAT supplies & incidental expenses	37,150	6,192	5,917	(275)	5,207	28,834
Instructional coach salary & related expenses	73,770	12,295	10,636	(1,659)	-	52,023
Instructional coach transportation & incidentals	5,000	833	-	(833)	-	568
Early childhood expert	20,000	3,333	2,799	(534)	1,408	14,235
Contingency (10% of staff/supplies)	29,300	4,883	-	(4,883)	203	17,346
Donor communication & social media	2,000	333	-	(333)	-	722
Direct fundraising costs	2,500	417	-	(417)	-	993
UWG Operating expense allocation	46,800	7,800	8,292	492	5,607	59,469
ECAGS Program/Operating Expenses	408,378	67,788	61,412	(6,376)	44,981	375,893
<u>Depreciation Expense</u>	4,000	667	88	(579)	628	3,770
<u>Total Expenses</u>	1,493,350	233,704	210,565	(23,141)	158,279	1,219,052

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

	<i>BUDGET</i>		<i>ACTUAL</i>		Restricted Funds
	Annual	Month	Current Month	Variance	
<u>Support and Revenue</u>					
<u>Campaign Results</u>					
Local Campaign	1,100,000	110,000	206,791	96,791	-
Donor Designations - In	140,000	12,600	8,292	(4,308)	-
Donor Designations - Out	(15,000)	(5,000)	(5,218)	(219)	-
Less: Provision for Uncollectibles	(45,000)	(3,750)	(3,750)	-	-
Total Campaign Results	1,180,000	113,850	206,114	92,265	-
<u>Other Revenue</u>					
Other Contributions (bequests, spec gifts, etc)	10,000	833	-	(833)	-
Total Other Revenue	10,000	833	-	(833)	-
<u>Events</u>					
Sole Sisters (receipts)	275,000	-	750	750	-
Sole Sisters (expenses)	(50,000)	-	-	-	-
Golf (receipts)	90,000	-	-	-	-
Golf (expenses)	(40,000)	-	-	-	-
Comedy Night (receipts)	90,000	25,000	28,137	3,137	-
Comedy Night (expenses)	(15,000)	(2,500)	(1,689)	811	-
Net Event Income	350,000	22,500	27,198	4,698	-
<u>DI Revenue</u>					
Youth Impact Programs	110,000	9,167	-	(9,167)	-
YIP - restricted funds	(4,617)	(385)	11,856	12,241	(11,856)
Total YIP Current Revenue	105,383	8,782	11,856	3,074	(11,856)
HSTS Program	50,000	4,167	-	(4,167)	-
HSTS - restricted funds	75,754	6,313	11,020	4,707	(11,020)
Total HSTS Revenue	125,754	10,480	11,020	540	(11,020)
ECAGS	250,000	20,833	5,000	(15,833)	-
ECAGS - restricted funds	158,378	13,198	25,894	12,696	(25,894)
Total ECAGS Current Revenue	408,378	34,031	30,894	(3,137)	(25,894)
Total DI Revenue	639,515	53,293	53,770	477	(48,770)
Investment Income	10,000	833	(2,968)	(3,801)	-
Board designated reserve fund	86,429	7,202	3,523	(3,679)	-
Total Support and Revenue	2,275,944	198,511	287,638	89,126	(48,770)
<u>UWG Operating expense allocation</u>					
<u>Grants & Board Designated</u>					
Grants to Agencies	950,000	-	-	-	-
Special/Critical Response Grants	5,000	417	-	(417)	-
Total Grants & Board Designated	955,000	417	-	(417)	-
<u>Program/Operating/Depreciation</u>					
UWG Program/Operating	768,796	66,208	52,187	(14,021)	-
Community Planning Program/Operating	81,039	1,753	2,805	1,052	-
YIP Program/Operating	105,383	8,838	11,901	3,063	-
HSTS Program/Operating	125,754	9,029	11,020	1,991	-
ECAGS Program/Operating	408,378	33,896	30,894	(3,002)	-
Depreciation	4,000	333	44	(289)	-
Total Program/Operating/Depreciation	1,493,350	120,057	108,852	(11,205)	-
Total Expenses	2,448,350	120,474	108,852	(11,622)	-
Increase (Decrease) in Net Assets	(172,406)	78,037	178,786	100,749	(48,770)

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

	<i>BUDGET</i>		<i>ACTUAL</i>	
	Annual	Month	Current Month	Variance
<u>Program/Operating/Depreciation</u>				
<u>UWG Program/Operating Expenses</u>				
Salaries & related expenses - UWG	464,496	38,708	35,541	(3,167)
Outsourced marketing	54,000	4,500	4,500	-
Outsourced accounting	60,000	5,000	5,460	460
State and National dues	31,000	5,700	4,545	(1,155)
Bank/brokerage/credit card fees	22,500	1,667	845	(822)
IT	10,000	833	1,088	255
Occupancy (rent/storage/maint/util)	84,000	7,000	7,188	188
Audit fees	23,200	4,000	-	(4,000)
Insurance	15,000	1,167	1,232	65
Office equipment	7,500	685	327	(358)
Campaign expenses	39,000	1,125	70	(1,055)
Marketing expenses	8,500	708	325	(383)
Postage/shipping	6,500	542	69	(473)
Office supplies and expenses	5,500	458	507	50
Telephone and internet	7,500	625	632	7
Other professional services	2,000	167	-	(167)
Subscriptions/memberships	900	75	-	(75)
Conferences/training	1,000	98	-	(98)
Misc expense	500	42	140	98
Board retreat	5,000	-	-	-
Board cultivation	3,000	250	-	(250)
Board expenses	7,000	300	-	(300)
Legal Fees	2,500	208	-	(208)
Total UWG Program/Operating Expenses	860,596	73,858	62,469	(11,388)
Less allocation to DIP youth cost structure	(29,400)	(2,450)	(3,021)	(571)
Less allocation to DIP HSTS cost structure	(15,600)	(1,300)	(3,144)	(1,844)
Less allocation to DIP ECAGS cost structure	(46,800)	(3,900)	(4,117)	(217)
Total UWG Program/Operating Expenses Post DI Allocation	768,796	66,208	52,187	(14,021)
<u>Community Planning Program Expenses</u>				
Salaries & related expenses	18,539	1,545	2,738	1,193
Needs assessment	60,000	-	-	-
Community planning	2,500	208	67	(141)
Total Community Planning Program Expenses	81,039	1,753	2,805	1,052
<u>Youth Impact Programming</u>				
Salaries & related expenses - YIP	55,983	4,665	6,366	1,701
Salaries & related expenses - YIP Fundraising	-	-	580	580
Reading Champion Op Ex	7,500	682	1,843	1,161
Champions program materials	7,500	625	-	(625)
JRUW	2,500	208	91	(117)
Donor communication & social media	1,000	83	-	(83)
Direct fundraising costs	1,500	125	-	(125)
UWG Operating expense allocation	29,400	2,450	3,021	571
Total YIP Program/Operating Expenses	105,383	8,838	11,901	3,063
<u>HSTS Program/Operating Expenses</u>				
Salaries & related expenses - HSTS	82,654	6,888	6,747	(141)
Salaries & related expenses - HSTS Fundraising	-	-	483	483
VisionLink buildout	15,000	-	-	-
VisionLink seat licenses	9,000	550	530	(20)
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	15,600	1,300	3,144	1,844
Total HSTS Program/Operating Expenses	125,754	9,029	11,020	1,991

United Way of Greenwich
Statements of Functional Expenses (continued)
August 2019

	<i>BUDGET</i>		<i>ACTUAL</i>	
	Annual	Month	Current Month	Variance
<u>ECAGS Program/Operating Expenses</u>				
Salary & related expenses - Family Center ECAGS	153,130	12,761	13,007	246
Salary & related expenses - UWG ECAGS	37,078	3,090	3,569	479
Salaries & related expenses - ECAGS Fundraising	-	-	580	580
PAT affiliate fee & training	1,650	-	-	-
PAT supplies & incidental expenses	37,150	3,096	2,977	(119)
Instructional coach salary & related expenses	73,770	6,148	5,319	(829)
Instructional coach transportation & incidentals	5,000	417	-	(417)
Early childhood expert	20,000	1,667	1,325	(342)
Contingency (10% of staff/supplies)	29,300	2,442	-	(2,442)
Donor communication & social media	2,000	167	-	(167)
Direct fundraising costs	2,500	208	-	(208)
UWG Operating expense allocation	46,800	3,900	4,117	217
Total ECAGS Program/Operating Expenses	408,378	33,896	30,894	(3,002)
<u>Depreciation Expense</u>	4,000	333	44	(289)
<u>Total Expenses</u>	1,493,350	120,057	108,852	(11,205)

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

	<i>8/31/2019</i>	<i>8/31/2018</i>
ASSETS		
<u>CURRENT ASSETS</u>		
Cash and cash equivalents	1,518,445	1,475,092
Investment fund	353,944	346,000
Board designated reserve funds	2,587,369	2,550,991
Merrill Lynch endowment fund	151,657	161,368
Subtotal cash and investments	4,611,415	4,533,451
Pledges receivables	235,655	370,975
Present value discount	(4,538)	(6,643)
Less: allowance for uncollectible	(53,426)	(53,555)
Pledges receivable, net	177,691	310,777
Prepaid expenses	23,900	23,040
Total Current Assets	4,813,006	4,867,268
<u>FIXED ASSETS</u>		
Buildings and improvements	6,480	6,480
Less: accum depr. buildings & improv	(6,480)	(3,780)
Furniture and fixtures	5,298	5,298
Less: accum depr. furniture and fixtures	(1,104)	(574)
Fixed Assets, Net	4,194	7,424
TOTAL ASSETS	4,817,200	4,874,692
 LIABILITIES AND NET ASSETS		
<u>CURRENT LIABILITIES</u>		
Accounts payable - trade	56,126	42,260
Accounts payable - donor designations	5,000	3,720
Accrued expenses	19,510	16,010
Total Current Liabilities	80,636	61,990
 <u>NET ASSETS</u>		
Operating net assets	912,931	511,186
Board designated net assets	3,180,154	3,180,154
Temporarily restricted - YIP	-	74,319
Temporarily restricted - ECAGS	414,384	730,535
Temporarily restricted - HSTS	58,673	146,087
Temporarily restricted - other	170,421	170,421
Total Net Assets	4,736,563	4,812,702
TOTAL LIABILITIES AND NET ASSETS	4,817,199	4,874,692