

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

	<i>BUDGET</i>		<i>ACTUAL</i>				Jul 1, 2018 - Jun 30, 2019
	Annual	YTD	YTD	Variance	Prior YTD	Variance	
<u>ECAGS Program/Operating Expenses</u>							
Salary & related expenses - Family Center ECAG	153,130	76,565	74,635	(1,930)	61,236	13,399	135,023
Salary & related expenses - UWG ECAGS	41,078	18,540	30,233	11,693	27,395	2,838	52,616
Salaries & related expenses - ECAGS Fundraisin;	-	-	3,445	3,445	8,997	(5,552)	12,414
PAT affiliate fee & training	1,650	-	1,340	1,340	-	1,340	1,650
PAT supplies & incidental expenses	37,150	18,575	17,186	(1,389)	12,352	4,834	28,834
Instructional coach salary & related expenses	75,983	36,888	31,942	(4,946)	19,387	12,555	52,023
Instructional coach transportation & incidentals	5,000	2,500	773	(1,727)	46	727	568
Early childhood expert	20,000	10,000	11,337	1,337	5,450	5,887	14,235
Contingency (10% of staff/supplies)	29,300	14,650	26	(14,624)	203	(177)	17,346
Donor communication & social media	2,000	1,000	-	(1,000)	722	(722)	722
Direct fundraising costs	2,500	1,250	-	(1,250)	993	(993)	993
UWG Operating expense allocation	46,800	23,400	32,025	8,625	25,085	6,940	59,469
ECAGS Program/Operating Expenses	414,591	203,368	202,942	(426)	161,866	41,076	375,893
<u>Depreciation Expense</u>	4,000	2,000	286	(1,714)	1,885	-	3,770
<u>Total Expenses</u>	1,527,673	738,275	686,477	(51,800)	526,372	161,701	1,219,052
<i>Total salary & related expenses</i>	746,593	366,956	365,141	(1,815)	303,169	61,972	662,922

DRAFT

**United Way of Greenwich
Statements of Activities
December 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	341,000	271,469	(69,531)	-
Donor Designations - In	140,000	23,800	12,756	(11,044)	-
Donor Designations - Out	(15,000)	(1,000)	(4,119)	(3,120)	-
Less: Provision for Uncollectibles	(45,000)	(3,750)	(3,750)	-	-
Total Campaign Results	1,180,000	360,050	276,355	(83,694)	-
<u>Other Revenue</u>					
Other Contributions (bequests, spec gifts, etc)	20,000	1,667	355	(1,312)	-
Total Other Revenue	20,000	1,667	355	(1,312)	-
<u>Events</u>					
Sole Sisters (receipts)	275,000	-	33,295	33,295	-
Sole Sisters (expenses)	(50,000)	-	(4,016)	(4,016)	-
Total Sole Sisters	225,000	-	29,279	29,279	-
Golf (receipts)	90,000	-	-	-	-
Golf (expenses)	(40,000)	-	-	-	-
Total Golf	50,000	-	-	-	-
Comedy Night (receipts)	116,434	-	-	-	-
Comedy Night (expenses)	(32,311)	-	-	-	-
Total Comedy Night	84,123	-	-	-	-
Net Event Income	359,123	-	29,279	29,279	-
<u>DI Revenue</u>					
Youth Impact Programs	110,000	9,167	10,040	873	-
YIP - restricted funds	(4,617)	(385)	(1,488)	(1,103)	1,488
Total YIP Current Revenue	105,383	8,782	8,552	(230)	1,488
HSTS Program	50,000	4,167	25,000	20,833	-
HSTS - restricted funds	75,754	6,313	(15,204)	(21,517)	15,204
Total HSTS Revenue	125,754	10,480	9,796	(684)	15,204
ECAGS	250,000	20,833	7,500	(13,333)	-
ECAGS - restricted funds	158,378	13,198	29,553	16,355	(29,553)
Total ECAGS Current Revenue	408,378	34,031	37,053	3,022	(29,553)
Total DI Revenue	639,515	53,293	55,401	2,108	(12,861)
Total Revenue	2,198,638	415,010	361,390	(53,619)	(12,861)
Investment Income	10,000	833	9,385	8,552	-
Board designated reserve fund	86,429	7,202	43,475	36,273	-
Total Support and Revenue	2,295,067	423,045	414,250	(8,794)	(12,861)
<u>UWG Operating expense allocation</u>					
<u>Grants & Board Designated</u>					
Grants to Agencies	950,000	-	-	-	-
Special/Critical Response Grants	5,000	417	1,500	1,083	-
Total Grants & Board Designated	955,000	417	1,500	1,083	-
<u>Program/Operating/Depreciation</u>					
UWG Program/Operating	778,906	62,966	50,676	(12,290)	-
Community Planning Program/Operating	83,039	1,753	2,600	847	-
YIP Program/Operating	106,383	8,803	8,552	(251)	-
HSTS Program/Operating	128,754	9,028	9,796	768	-
ECAGS Program/Operating	414,591	33,896	37,053	3,157	-
Depreciation	4,000	333	65	(268)	-
Total Program/Operating/Depreciation	1,515,673	116,779	108,742	(8,037)	-
Total Expenses	2,470,673	117,196	110,242	(6,954)	-
Increase (Decrease) in Net Assets	(175,606)	305,849	304,008	(1,839)	(12,861)

**United Way of Greenwich
Statements of Functional Expenses
December 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	466,356	38,863	32,582	(6,281)
Outsourced marketing	54,000	4,500	4,500	-
Outsourced accounting	60,000	5,000	4,800	(200)
State and National dues	35,000	5,700	208	(5,492)
Bank/brokerage/credit card fees	22,500	1,667	2,545	878
IT	12,500	833	2,966	2,133
Occupancy (rent/storage/maint/util)	84,500	7,000	7,102	102
Audit fees	23,200	-	-	-
Insurance	16,250	1,167	1,234	67
Office equipment	7,500	583	198	(385)
Campaign expenses	39,000	1,861	16	(1,845)
Marketing expenses	8,500	708	367	(341)
Postage/shipping	6,500	542	999	457
Office supplies and expenses	5,500	458	139	(318)
Telephone and internet	7,500	625	632	7
Other professional services	2,000	167	628	461
Subscriptions/memberships	900	75	-	(75)
Conferences/training	1,000	67	-	(67)
Misc expense	500	42	-	(42)
Board retreat	5,000	-	-	-
Board cultivation	3,000	250	-	(250)
Board expenses	7,000	300	3,633	3,333
Legal Fees	2,500	208	-	(208)
Total UWG Program/Operating Expenses	870,706	70,616	62,550	(8,065)
Less allocation to DIP youth cost structure	(29,400)	(2,450)	(2,893)	(443)
Less allocation to DIP HSTS cost structure	(15,600)	(1,300)	(3,119)	(1,819)
Less allocation to DIP ECAGS cost structure	(46,800)	(3,900)	(5,862)	(1,962)
Total UWG Program/Operating Expenses Post DI Allocation	778,906	62,966	50,676	(12,290)
<u>Community Planning Program Expenses</u>				
Salaries & related expenses	20,539	1,545	2,375	830
Needs assessment	60,000	-	-	-
Community planning	2,500	208	226	18
Total Community Planning Program Expenses	83,039	1,753	2,600	847
<u>Youth Impact Programming</u>				
Salaries & related expenses - YIP	56,983	4,626	5,021	395
Salaries & related expenses - YIP Fundraising	-	-	568	568
Reading Champion Op Ex	7,500	682	70	(612)
Champions program materials	7,500	625	-	(625)
JRUW	2,500	208	-	(208)
Donor communication & social media	1,000	87	-	(87)
Direct fundraising costs	1,500	125	-	(125)
UWG Operating expense allocation	29,400	2,450	2,893	443
Total YIP Program/Operating Expenses	106,383	8,803	8,552	(251)
<u>HSTS Program/Operating Expenses</u>				
Salaries & related expenses - HSTS	85,654	6,887	5,555	(1,332)
Salaries & related expenses - HSTS Fundraising	-	-	470	470
VisionLink buildout	15,000	-	-	-
VisionLink seat licenses	9,000	550	530	(20)
Miscellaneous HSTS	1,500	125	122	(3)
Donor communication & social media	1,000	83	-	(83)
Direct fundraising costs	1,000	83	-	(83)
UWG Operating expense allocation	15,600	1,300	3,119	1,819
Total HSTS Program/Operating Expenses	128,754	9,028	9,796	768

United Way of Greenwich
Statements of Functional Expenses (continued)
December 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	12,633	(128)
Salary & related expenses - UWG ECAGS	41,078	3,090	5,432	2,342
Salaries & related expenses - ECAGS Fundraising	-	-	568	568
PAT affiliate fee & training	1,650	-	-	-
PAT supplies & incidental expenses	37,150	3,096	3,108	12
Instructional coach salary & related expenses	75,983	6,148	5,326	(822)
Instructional coach transportation & incidentals	5,000	417	-	(417)
Early childhood expert	20,000	1,667	4,124	2,457
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	5,862	1,962
Total ECAGS Program/Operating Expenses	414,591	33,896	37,053	3,157
<u>Depreciation Expense</u>	4,000	333	65	(268)
<u>Total Expenses</u>	1,515,673	116,779	108,742	(8,037)
 <i>Total salary & related expenses</i>	 <i>746,593</i>	 <i>61,159</i>	 <i>57,896</i>	 <i>(3,263)</i>

DRAFT

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

	<i>12/31/2019</i>	<i>12/31/2018</i>	<i>6/30/2019</i>
ASSETS			
<u>CURRENT ASSETS</u>			
Cash and cash equivalents	2,075,112	2,129,100	1,492,861
Investments	356,639	348,635	352,604
Board designated reserve funds	2,717,603	2,334,182	2,570,907
Merrill Lynch endowment fund	156,470	133,524	155,122
Subtotal cash and investments	5,305,824	4,945,441	4,571,494
Pledges receivables	311,764	430,958	230,745
Present value discount	(4,538)	(6,643)	(4,538)
Less: allowance for uncollectible	(68,426)	(72,223)	(45,926)
Pledges receivable, net	238,800	352,092	180,281
Prepaid expenses	24,684	15,262	9,278
Total Current Assets	5,569,308	5,312,795	4,761,053
<u>FIXED ASSETS</u>			
Buildings and improvements	6,480	6,480	6,480
Less: accum depr. buildings & improv	(6,480)	(4,860)	(6,480)
Furniture and fixtures	6,543	5,298	5,298
Less: accum depr. furniture and fixtures	(1,301)	(751)	(1,015)
Fixed Assets, Net	5,242	6,167	4,283
TOTAL ASSETS	5,574,550	5,318,962	4,765,336
LIABILITIES AND NET ASSETS			
<u>CURRENT LIABILITIES</u>			
Accounts payable - trade	51,818	42,311	102,069
Accounts payable - donor designations	2,619	5,270	-
Accrued expenses	9,540	5,910	20,295
Total Current Liabilities	63,977	53,491	122,364
<u>NET ASSETS</u>			
Operating net assets	1,545,615	1,076,255	555,683
Board designated net assets			
Reserve fund	2,570,946	2,450,780	2,570,946
Cash reserve fund	348,159	341,555	348,159
Investment fund	37,819	37,113	37,819
Joan Warburg fund	61,961	60,804	61,961
Diane Darst fund	7,492	7,352	7,492
Stuart Adelberg fund	32,550	32,550	32,550
Joan Warburg bequest	197,689	250,000	250,000
Total Board designated net assets	3,256,616	3,180,154	3,308,927
Donor designated restrictions:			
Direct impact - YIP	109,110	61,623	33,445
Direct impact - ECAGS	393,805	641,723	499,936
Direct impact - HSTS	40,305	135,295	79,859
Temporarily restricted - other	165,122	170,421	165,122
Total Net Assets	5,510,573	5,265,471	4,642,972
TOTAL LIABILITIES AND NET ASSETS	5,574,550	5,318,962	4,765,336