



## Greenwich United Way December 2019 Financial Snapshot

### Revenues (Statement of Activities – YTD)

Results (thru 12/31/19)

- We are ahead last year on campaign \$67k and ahead this year's budget by \$44k. Some "regular" gifts still outstanding.
- Total revenue (includes campaign, events, DI, "other contributions") is at \$1.51mm or 8.7% over budget.
- TOTAL SUPPORT AND REVENUE (includes campaign, events, DI, "other contributions" **and** investment income) is at \$1.68mm or 16% over budget.
- ECAGS revenue behind due to the pending shift in partner resources. New donor deck awaiting GPS data.

### Investment income

- BDRF is up \$103k vs YTD budget and \$43k for December.
- Merrill Lynch fund up \$14k for year and up \$9.4k for December.

### Expense review (Detail of Expenses – YTD)

#### Salaries:

- YTD, **overall** salaries (\$1.8k) under budget.

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

- **Overall**, program/operating expenses are (\$52k) under budget.
- Other variances are due to timing. Audit fees, campaign expenses, etc. are yet to hit.

### Balance Sheet

- The GUW's cash position stands at \$~2.07mm.
- Restricted total is ~\$676k; unrestricted total is ~\$1.4mm.

### A note on Direct Impact Revenues:

- As of 12/31/19, we have gifts and pledges totaling~\$2.04mm for DI.
- YIP - \$109k in temporarily restricted pledges.
- ECAGS -\$393k in temporarily restricted pledges.
- HSTS - \$40k in temporarily restricted pledges.
- **See DI Snapshot for more details**