







**United Way of Greenwich**  
**Statements of Functional Expenses**  
**February 2020 Year to Date**

	<i>BUDGET</i>		<i>ACTUAL</i>		Prior YTD	Variance	Jul 1, 2018 - Jun 30, 2019
	Annual	YTD	YTD	Variance			
<b><u>Program/Operating/Depreciation</u></b>							
<b><u>UWG Program/Operating Expenses</u></b>							
Salaries & related expenses - UWG	466,356	310,904	276,262	(34,642)	256,886	19,376	399,224
Outsourced marketing	54,000	36,000	36,000	-	31,500	4,500	49,500
Outsourced accounting	60,000	40,000	39,760	(240)	39,800	(40)	58,810
State and National dues	35,000	19,150	10,339	(8,811)	12,266	(1,927)	16,689
Bank/brokerage/credit card fees	22,500	14,169	12,648	(1,521)	19,760	(7,112)	26,986
IT	12,500	7,498	12,562	5,064	10,473	2,089	14,270
Occupancy (rent/storage/maint/util)	84,500	56,200	57,001	801	6,685	50,316	70,024
Audit fees	23,200	13,000	-	(13,000)	-	-	20,050
Insurance	16,250	10,102	9,571	(531)	8,826	745	13,748
Office equipment	7,500	5,168	4,124	(1,044)	5,742	(1,618)	7,162
Campaign expenses	39,000	31,555	15,748	(15,807)	12,803	2,945	19,949
Marketing expenses	8,500	5,667	8,570	2,903	7,738	832	11,256
Postage/shipping	6,500	4,333	2,105	(2,228)	2,388	(283)	2,388
Office supplies and expenses	5,500	3,667	3,720	53	4,202	(482)	6,140
Telephone and internet	7,500	5,000	5,179	179	4,734	445	7,110
Other professional services	2,000	1,333	2,193	860	1,994	199	3,013
Subscriptions/memberships	900	600	-	(600)	-	-	210
Conferences/training	1,000	666	169	(497)	83	86	349
Misc expense	500	333	449	116	589	(140)	703
Board retreat	5,000	5,000	-	(5,000)	-	-	-
Board cultivation	3,000	2,000	-	(2,000)	-	-	-
Board expenses	7,000	4,100	5,946	1,846	5,097	849	6,912
Moving Expenses	12,000	-	-	-	-	-	-
Legal Fees	2,500	1,667	-	(1,667)	-	-	-
<b>Total UWG Program/Operating Expenses</b>	<b>882,706</b>	<b>578,112</b>	<b>502,346</b>	<b>(75,767)</b>	<b>431,566</b>	<b>70,779</b>	<b>734,493</b>
Less allocation to DIP youth cost structure	(29,400)	(19,600)	(21,724)	(2,124)	(20,298)	(1,426)	(34,584)
Less allocation to DIP HSTS cost structure	(15,600)	(10,400)	(23,976)	(13,576)	(9,762)	(14,214)	(30,645)
Less allocation to DIP ECAGS cost structure	(46,800)	(31,200)	(41,815)	(10,615)	(32,184)	(9,631)	(59,469)
<b>Total UWG Program/Operating Expenses Post DI Allocation</b>	<b>790,906</b>	<b>516,912</b>	<b>414,831</b>	<b>(102,083)</b>	<b>369,321</b>	<b>45,507</b>	<b>609,793</b>
<b><u>Community Planning Program Expenses</u></b>							
Salaries & related expenses	20,539	13,070	19,178	6,108	18,656	522	25,568
Needs Assessment	60,000	37,500	65,657	28,157	-	65,657	-
Community planning	2,500	1,667	1,826	159	1,217	609	1,822
<b>Total Community Planning Program Expenses</b>	<b>83,039</b>	<b>52,237</b>	<b>86,661</b>	<b>34,424</b>	<b>19,873</b>	<b>66,788</b>	<b>27,390</b>
<b><u>Youth Impact Programming</u></b>							
Salaries & related expenses - YIP	56,983	37,490	49,175	11,685	39,220	9,955	58,562
Salaries & related expenses - YIP Fundraising	-	-	4,635	4,635	6,119	(1,484)	8,381
Reading Champion Op Ex	7,500	4,774	-	(4,774)	3,293	(3,293)	6,205
Champions program materials	7,500	5,000	4,911	4,911	-	4,911	-
JRUW	2,500	1,667	511	511	509	2	845
Donor communication & social media	1,000	667	-	-	-	-	-
Direct fundraising costs	1,500	1,000	-	-	256	(256)	256
UWG Operating expense allocation	29,400	19,600	21,724	2,124	20,298	1,426	34,584
<b>Total YIP Program/Operating Expenses</b>	<b>106,383</b>	<b>70,197</b>	<b>80,957</b>	<b>19,093</b>	<b>69,695</b>	<b>11,262</b>	<b>108,833</b>
<b><u>HSTS Program/Operating Expenses</u></b>							
Salaries & related expenses - HSTS	85,654	56,115	47,931	(8,184)	21,276	26,655	50,175
Salaries & related expenses - HSTS Fundraising	-	-	3,906	3,906	2,027	1,879	3,959
VisionLink buildout	15,000	-	3,810	3,810	6,600	(2,790)	6,980
VisionLink seat licenses	9,000	4,400	4,240	(160)	-	4,240	-
Miscellaneous HSTS	1,500	1,000	960	(40)	891	69	1,356
Donor communication & social media	1,000	667	-	(667)	-	-	-
Direct fundraising costs	1,000	667	-	(667)	256	(256)	256
UWG Operating expense allocation	15,600	10,400	23,976	13,576	9,762	14,214	30,645
<b>Total HSTS Program/Operating Expenses</b>	<b>128,754</b>	<b>73,248</b>	<b>84,824</b>	<b>11,576</b>	<b>40,812</b>	<b>44,012</b>	<b>93,373</b>

**United Way of Greenwich**  
**Statements of Functional Expenses (continued)**  
**February 2020 Year to Date**

	<i>BUDGET</i>		<i>ACTUAL</i>				Jul 1, 2018 - Jun 30, 2019
	Annual	YTD	YTD	Variance	Prior YTD	Variance	
<b><u>ECAGS Program/Operating Expenses</u></b>							
Salary & related expenses - Family Center ECAG	153,130	102,087	99,903	(2,184)	83,467	16,436	135,023
Salary & related expenses - UWG ECAGS	41,078	26,052	41,719	15,667	35,752	5,967	52,616
Salaries & related expenses - ECAGS Fundraisin;	-	-	4,635	4,635	10,152	(5,517)	12,414
PAT affiliate fee & training	1,650	-	1,340	1,340	-	1,340	1,650
PAT supplies & incidental expenses	37,150	24,767	23,119	(1,648)	16,905	6,214	28,834
Instructional coach salary & related expenses	75,983	49,988	43,532	(6,456)	30,374	13,158	52,023
Instructional coach transportation & incidentals	5,000	3,333	773	(2,560)	391	382	568
Early childhood expert	20,000	13,333	13,036	(297)	6,992	6,044	14,235
Contingency (10% of staff/supplies)	29,300	19,533	26	(19,507)	203	(177)	17,346
Donor communication & social media	2,000	1,333	-	(1,333)	722	(722)	722
Direct fundraising costs	2,500	1,667	-	(1,667)	993	(993)	993
UWG Operating expense allocation	46,800	31,200	41,815	10,615	32,184	9,631	59,469
<b>ECAGS Program/Operating Expenses</b>	<b>414,591</b>	<b>273,293</b>	<b>269,898</b>	<b>(3,395)</b>	<b>218,135</b>	<b>51,763</b>	<b>375,893</b>
<b><u>Depreciation Expense</u></b>	<b>4,000</b>	<b>2,667</b>	<b>415</b>	<b>(2,252)</b>	<b>2,513</b>	<b>-</b>	<b>3,770</b>
<b><u>Total Expenses</u></b>	<b>1,527,673</b>	<b>988,554</b>	<b>937,586</b>	<b>(42,637)</b>	<b>720,349</b>	<b>219,332</b>	<b>1,219,052</b>
<b><i>Total salary &amp; related expenses</i></b>	<b>746,593</b>	<b>493,619</b>	<b>490,973</b>	<b>(2,646)</b>	<b>420,462</b>	<b>70,511</b>	<b>662,922</b>

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**United Way of Greenwich  
Statements of Activities  
February 2020**

	<i>BUDGET</i>		<i>ACTUAL</i>		Restricted Funds
	Annual	Month	Current Month	Variance	
<b><u>Support and Revenue</u></b>					
<b><u>Campaign Results</u></b>					
Local Campaign	1,100,000	11,000	18,575	7,575	-
Donor Designations - In	140,000	2,800	4,206	1,406	-
Donor Designations - Out	(15,000)	(1,000)	(218)	781	-
Less: Provision for Uncollectibles	(45,000)	(3,750)	(3,750)	-	-
<b>Total Campaign Results</b>	<b>1,180,000</b>	<b>9,050</b>	<b>18,812</b>	<b>9,763</b>	<b>-</b>
<b><u>Other Revenue</u></b>					
Other Contributions (bequests, spec gifts, etc)	20,000	1,667	1,000	(667)	-
<b>Total Other Revenue</b>	<b>20,000</b>	<b>1,667</b>	<b>1,000</b>	<b>(667)</b>	<b>-</b>
<b><u>Events</u></b>					
Sole Sisters (receipts)	275,000	27,500	-	(27,500)	-
Sole Sisters (expenses)	(50,000)	(5,000)	-	5,000	-
<b>Total Sole Sisters</b>	<b>225,000</b>	<b>22,500</b>	<b>-</b>	<b>(22,500)</b>	<b>-</b>
Golf (receipts)	90,000	-	5,561	5,561	-
Golf (expenses)	(40,000)	-	-	-	-
<b>Total Golf</b>	<b>50,000</b>	<b>-</b>	<b>5,561</b>	<b>5,561</b>	<b>-</b>
Comedy Night (receipts)	116,434	-	-	-	-
Comedy Night (expenses)	(32,311)	-	-	-	-
<b>Total Comedy Night</b>	<b>84,123</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net Event Income</b>	<b>359,123</b>	<b>22,500</b>	<b>5,561</b>	<b>(16,939)</b>	<b>-</b>
<b><u>DI Revenue</u></b>					
Youth Impact Programs	110,000	9,167	-	(9,167)	-
YIP - restricted funds	(4,617)	(385)	9,092	9,477	(9,092)
<b>Total YIP Current Revenue</b>	<b>105,383</b>	<b>8,782</b>	<b>9,092</b>	<b>310</b>	<b>(9,092)</b>
HSTS Program	50,000	4,167	-	(4,167)	-
HSTS - restricted funds	75,754	6,313	10,535	4,222	(10,535)
<b>Total HSTS Revenue</b>	<b>125,754</b>	<b>10,480</b>	<b>10,535</b>	<b>55</b>	<b>(10,535)</b>
ECAGS	250,000	20,833	-	(20,833)	-
ECAGS - restricted funds	158,378	13,198	32,239	19,041	(32,239)
<b>Total ECAGS Current Revenue</b>	<b>408,378</b>	<b>34,031</b>	<b>32,239</b>	<b>(1,792)</b>	<b>(32,239)</b>
<b>Total DI Revenue</b>	<b>639,515</b>	<b>53,293</b>	<b>51,866</b>	<b>(1,427)</b>	<b>(51,866)</b>
<b>Total Revenue</b>	<b>2,198,638</b>	<b>86,510</b>	<b>77,239</b>	<b>(9,270)</b>	<b>(51,866)</b>
<b>Investment Income</b>	<b>10,000</b>	<b>833</b>	<b>(18,736)</b>	<b>(19,569)</b>	<b>-</b>
<b>Board designated reserve fund</b>	<b>86,429</b>	<b>7,202</b>	<b>(105,803)</b>	<b>(113,005)</b>	<b>-</b>
<b>Total Support and Revenue</b>	<b>2,295,067</b>	<b>94,545</b>	<b>(47,300)</b>	<b>(141,844)</b>	<b>(51,866)</b>
<b><u>UWG Operating expense allocation</u></b>					
<b><u>Grants &amp; Board Designated</u></b>					
Grants to Agencies	950,000	475,000	380,250	(94,750)	-
Special/Critical Response Grants	5,000	417	-	(417)	-
<b>Total Grants &amp; Board Designated</b>	<b>955,000</b>	<b>475,417</b>	<b>380,250</b>	<b>(95,167)</b>	<b>-</b>
<b><u>Program/Operating/Depreciation</u></b>					
UWG Program/Operating	778,906	63,899	48,354	(15,545)	-
Community Planning Program/Operating	83,039	2,108	10,976	8,868	-
YIP Program/Operating	106,383	9,041	9,092	51	-
HSTS Program/Operating	128,754	9,511	10,535	1,024	-
ECAGS Program/Operating	414,591	34,914	32,239	(2,675)	-
Depreciation	4,000	333	65	(268)	-
<b>Total Program/Operating/Depreciation</b>	<b>1,515,673</b>	<b>119,806</b>	<b>111,261</b>	<b>(8,545)</b>	<b>-</b>
<b>Total Expenses</b>	<b>2,470,673</b>	<b>595,223</b>	<b>491,511</b>	<b>(103,712)</b>	<b>-</b>
<b>Increase (Decrease) in Net Assets</b>	<b>(175,606)</b>	<b>(500,678)</b>	<b>(538,811)</b>	<b>(38,131)</b>	<b>(51,866)</b>

**United Way of Greenwich  
Statements of Functional Expenses  
February 2020**

	<i>BUDGET</i>		<i>ACTUAL</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	466,356	38,863	34,510	(4,353)
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	1,585	(82)
IT	12,500	1,250	1,499	249
Occupancy (rent/storage/maint/util)	84,500	7,100	7,116	16
Audit fees	23,200	-	-	-
Insurance	16,250	1,550	1,249	(301)
Office equipment	7,500	583	831	248
Campaign expenses	39,000	1,861	-	(1,861)
Marketing expenses	8,500	708	312	(396)
Postage/shipping	6,500	542	-	(542)
Office supplies and expenses	5,500	458	186	(271)
Telephone and internet	7,500	625	633	8
Other professional services	2,000	167	-	(167)
Subscriptions/memberships	900	75	-	(75)
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	155	(145)
Legal Fees	2,500	208	-	(208)
<b>Total UWG Program/Operating Expenses</b>	<b>870,706</b>	<b>71,549</b>	<b>57,584</b>	<b>(13,964)</b>
Less allocation to DIP youth cost structure	(29,400)	(2,450)	(2,488)	(38)
Less allocation to DIP HSTS cost structure	(15,600)	(1,300)	(2,093)	(793)
Less allocation to DIP ECAGS cost structure	(46,800)	(3,900)	(4,648)	(748)
<b>Total UWG Program/Operating Expenses Post DI Allocation</b>	<b>778,906</b>	<b>63,899</b>	<b>48,354</b>	<b>(15,545)</b>
<b><u>Community Planning Program Expenses</u></b>				
Salaries & related expenses	20,539	1,900	2,006	106
Needs assessment	60,000	-	8,257	8,257
Community planning	2,500	208	712	504
<b>Total Community Planning Program Expenses</b>	<b>83,039</b>	<b>2,108</b>	<b>10,976</b>	<b>8,868</b>
<b><u>Youth Impact Programming</u></b>				
Salaries & related expenses - YIP	56,983	4,868	5,968	1,100
Salaries & related expenses - YIP Fundraising	-	-	595	595
Reading Champion Op Ex	7,500	682	20	(662)
Champions program materials	7,500	625	-	(625)
JRUW	2,500	208	21	(187)
Donor communication & social media	1,000	83	-	(83)
Direct fundraising costs	1,500	125	-	(125)
UWG Operating expense allocation	29,400	2,450	2,488	38
<b>Total YIP Program/Operating Expenses</b>	<b>106,383</b>	<b>9,041</b>	<b>9,092</b>	<b>51</b>
<b><u>HSTS Program/Operating Expenses</u></b>				
Salaries & related expenses - HSTS	85,654	7,370	5,023	(2,347)
Salaries & related expenses - HSTS Fundraising	-	-	498	498
VisionLink buildout	15,000	-	2,269	2,269
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	2,093	793
<b>Total HSTS Program/Operating Expenses</b>	<b>128,754</b>	<b>9,511</b>	<b>10,535</b>	<b>1,024</b>

**United Way of Greenwich**  
**Statements of Functional Expenses (continued)**  
**February 2020**

	<i>BUDGET</i>		<i>ACTUAL</i>	
	Annual	Month	Current Month	Variance
<b><u>ECAGS Program/Operating Expenses</u></b>				
Salary & related expenses - Family Center ECAGS	153,130	12,761	12,634	(127)
Salary & related expenses - UWG ECAGS	41,078	3,756	5,827	2,071
Salaries & related expenses - ECAGS Fundraising	-	-	595	595
PAT affiliate fee & training	1,650	-	-	-
PAT supplies & incidental expenses	37,150	3,096	2,697	(399)
Instructional coach salary & related expenses	75,983	6,500	5,838	(662)
Instructional coach transportation & incidentals	5,000	417	-	(417)
Early childhood expert	20,000	1,667	0	(1,667)
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	4,648	748
<b>Total ECAGS Program/Operating Expenses</b>	<b>414,591</b>	<b>34,914</b>	<b>32,239</b>	<b>(2,675)</b>
<b><u>Depreciation Expense</u></b>	<b>4,000</b>	<b>333</b>	<b>65</b>	<b>(268)</b>
<b><u>Total Expenses</u></b>	<b>1,515,673</b>	<b>119,806</b>	<b>111,261</b>	<b>(8,545)</b>
<b><i>Total salary &amp; related expenses</i></b>	<b>746,593</b>	<b>63,257</b>	<b>60,860</b>	<b>(2,397)</b>

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

	<i>2/29/2020</i>	<i>2/28/2019</i>	<i>6/30/2019</i>
<b>ASSETS</b>			
<u>CURRENT ASSETS</u>			
Cash and cash equivalents	1,729,549	1,971,137	1,492,861
Investments	358,249	349,982	352,604
Board designated reserve funds	2,535,926	2,432,607	2,570,907
Merrill Lynch endowment fund	136,338	152,121	155,122
Subtotal cash and investments	4,760,062	4,905,847	4,571,494
Pledges receivables	293,633	352,358	230,745
Present value discount	(4,538)	(6,643)	(4,538)
Less: allowance for uncollectible	(75,926)	(80,422)	(45,926)
Pledges receivable, net	213,169	265,293	180,281
Prepaid expenses	25,616	13,942	9,278
<b>Total Current Assets</b>	4,998,847	5,185,082	4,761,053
<u>FIXED ASSETS</u>			
Buildings and improvements	6,480	6,480	6,480
Less: accum depr. buildings & improv	(6,480)	(5,400)	(6,480)
Furniture and fixtures	6,543	5,298	5,298
Less: accum depr. furniture and fixtures	(1,431)	(839)	(1,015)
<b>Fixed Assets, Net</b>	5,112	5,539	4,283
<b>TOTAL ASSETS</b>	5,003,959	5,190,621	4,765,336
<b>LIABILITIES AND NET ASSETS</b>			
<u>CURRENT LIABILITIES</u>			
Accounts payable - trade	51,228	41,850	102,069
Accounts payable - donor designations	1,619	50	-
Deferred revenue	160,695	-	-
Accrued expenses	10,210	5,935	20,295
<b>Total Current Liabilities</b>	223,752	47,835	122,364
<u>NET ASSETS</u>			
Operating net assets	921,400	1,040,967	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	130,733	250,000	250,000
Total Board designated net assets	3,189,660	3,180,154	3,308,927
Donor designated restrictions:			
Direct impact - YIP	90,185	44,330	33,445
Direct impact - ECAGS	393,805	590,454	499,936
Direct impact - HSTS	20,035	116,460	79,859
Temporarily restricted - other	165,122	170,421	165,122
<b>Total Net Assets</b>	4,780,207	5,142,786	4,642,972
<b>TOTAL LIABILITIES AND NET ASSETS</b>	5,003,959	5,190,621	4,765,336