



Greenwich United Way February 2020 Financial Snapshot

Revenues (Statement of Activities – YTD)

Results (thru 2/29/2020)

- We are ahead last year on campaign \$72k and ahead this year's budget by \$49k. Some "regular" gifts still outstanding.
- Total revenue (includes campaign, events, DI, "other contributions") is at \$1.63mm or 5% over budget.
- TOTAL SUPPORT AND REVENUE (includes campaign, events, DI, "other contributions" **and** investment income) is at \$1.7mm or 4% over budget.
- ECAGS revenue behind due to the shift in partner resources which has led to a lag in fundraising. New donor deck awaiting GPS data.

Investment income

- BDRF is down \$6k vs YTD budget down \$105k for February.
- Merrill Lynch fund down \$3k for year and down \$18.7k for February.

Expense review (Detail of Expenses – YTD)

Salaries:

- YTD, **overall** salaries (\$2.6k) under budget.

UWG Program/Operating Expenses (Major Variances)

- **Overall**, program/operating expenses are (\$147k) under budget. This large variance is due to \$475k budgeted to grants being made but only \$380k granted ytd.
- Other variances are due to timing. Audit fees, campaign expenses, etc. are yet to hit.

Balance Sheet

- The GUW's cash position stands at \$~1.7mm.
- Restricted total is ~\$800k; unrestricted total is ~\$921k.

A note on Direct Impact Revenues:

- As of 2/29/20, we have gifts and pledges totaling ~\$2.04mm for DI.
- YIP - \$90k in temporarily restricted pledges.
- ECAGS - \$393k in temporarily restricted pledges.
- HSTS - \$19k in temporarily restricted pledges.
- **See DI Snapshot for more details**