

**United Way of Greenwich
Statements of Activities
March 2020 Year to Date**

| | <u>BUDGET</u> | | <u>ACTUAL</u> | | Prior YTD | Variance | Restricted Funds | Jul 1, 2018 - Jun 30, 2019 |
|---|------------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------------------|
| | Annual | YTD | YTD | Variance | | | | |
| Support and Revenue | | | | | | | | |
| <u>Campaign Results</u> | | | | | | | | |
| Local Campaign | 1,100,000 | 990,000 | 1,053,968 | 63,968 | 980,698 | 73,270 | - | 1,094,239 |
| Donor Designations - In | 140,000 | 121,000 | 105,065 | (15,935) | 107,341 | (2,276) | - | 126,814 |
| Donor Designations - Out | (15,000) | (12,000) | (9,754) | 2,246 | (8,244) | (1,510) | - | (7,571) |
| Less: Provision for Uncollectibles | (45,000) | (33,750) | (33,750) | - | (41,754) | 8,004 | - | (19,462) |
| Total Campaign Results | 1,180,000 | 1,065,250 | 1,115,229 | 50,279 | 1,038,041 | 77,488 | - | 1,194,020 |
| <u>Other Revenue</u> | | | | | | | | |
| Other Contributions (bequests, spec gifts, etc) | 20,000 | 15,000 | 46,965 | 31,965 | 9,538 | 37,427 | - | 77,264 |
| Total Other Revenue | 20,000 | 15,000 | 46,965 | 31,965 | 9,538 | 37,427 | - | 77,264 |
| <u>Covid Relief</u> | | | | | | | | |
| Covid relief revenue | - | - | 387,717 | 387,717 | - | 387,717 | - | - |
| Covid relief designations out | - | - | - | - | - | - | - | - |
| Covid Relief - restricted funds | - | - | - | - | - | - | - | - |
| Total Covid Relief Revenue | - | - | (387,717) | (387,717) | - | (387,717) | (387,717) | - |
| <u>Events</u> | | | | | | | | |
| Sole Sisters (receipts) | 275,000 | 151,250 | 10,700 | (140,330) | 229,647 | (218,947) | - | 328,582 |
| Sole Sisters (expenses) | (50,000) | (27,500) | (990) | 26,510 | (6,701) | 5,711 | - | (67,688) |
| Total Sole Sisters | 225,000 | 123,750 | 9,710 | (114,040) | 222,946 | (213,236) | - | 260,894 |
| Golf (receipts) | 90,000 | 10,000 | 18,426 | 8,426 | 16,350 | 2,076 | - | 81,210 |
| Golf (expenses) | (40,000) | - | - | - | (450) | 450 | - | (38,564) |
| Total Golf | 50,000 | 10,000 | 18,426 | 8,426 | 15,900 | 2,526 | - | 42,646 |
| Gala (receipts) | - | - | 100 | 100 | 349,670 | (349,570) | - | 349,920 |
| Gala (expenses) | - | - | - | - | (115,487) | 115,487 | - | (115,487) |
| Total Gala | - | - | 100 | 100 | 234,183 | (234,083) | - | 234,433 |
| Comedy Night (receipts) | 116,434 | 116,434 | 116,934 | 500 | - | 116,934 | - | - |
| Comedy Night (expenses) | (32,311) | (32,311) | (32,311) | - | - | (32,311) | - | - |
| Total Comedy Night | 84,123 | 84,123 | 84,623 | 500 | - | 84,623 | - | - |
| Net Event Income | 359,123 | 217,873 | 112,859 | (105,014) | 473,029 | (360,170) | - | 537,973 |
| <u>CA Revenue</u> | | | | | | | | |
| Camp Guide (receipts) | - | - | - | - | 7,250 | 7,250 | - | 8,200 |
| Camp Guide (expenses) | - | - | - | - | - | - | - | (1,185) |
| Total CA Revenue | - | - | - | - | 7,250 | 7,250 | - | 7,015 |
| <u>DI Revenue</u> | | | | | | | | |
| Youth Impact Programs | 110,000 | 82,500 | 138,447 | 55,947 | 30,045 | 108,402 | - | 41,010 |
| YIP - restricted funds | (4,617) | (3,463) | (49,930) | (46,467) | 47,009 | (96,939) | 49,930 | 67,824 |
| Total YIP Current Revenue | 105,383 | 79,037 | 88,517 | 9,480 | 77,054 | 11,463 | 49,930 | 108,834 |
| HSTS Program | 50,000 | 37,500 | 25,000 | (12,500) | 1,000 | 24,000 | - | 1,000 |
| HSTS - restricted funds | 78,754 | 56,816 | 65,472 | 8,657 | 49,920 | 15,552 | (65,472) | 92,372 |
| Total HSTS Current Revenue | 125,754 | 94,316 | 90,472 | (3,844) | 50,920 | 39,552 | (65,472) | 93,372 |
| ECAGS | 250,000 | 187,500 | 44,500 | (143,000) | 51,175 | (6,675) | - | 86,175 |
| ECAGS - restricted funds | 158,378 | 118,784 | 259,185 | 140,402 | 194,326 | 64,859 | (259,185) | 289,718 |
| Total ECAGS Current Revenue | 408,378 | 306,284 | 303,685 | (2,599) | 245,501 | 58,184 | (259,185) | 375,893 |
| Total DI Revenue | 639,515 | 479,636 | 482,674 | 3,038 | 373,475 | 109,199 | (274,727) | 578,099 |
| Total Revenue | 2,198,638 | 1,777,759 | 1,758,027 | (19,732) | 1,901,333 | (128,806) | (662,444) | 2,394,371 |
| Investment Income | 10,000 | 7,500 | 5,911 | (1,589) | 12,604 | (6,693) | - | 23,203 |
| Board designated reserve fund | 86,429 | 64,822 | (208,961) | (273,783) | 111,042 | (320,003) | - | 208,710 |
| Total Support and Revenue | 2,295,067 | 1,850,081 | 1,554,977 | (295,104) | 2,024,979 | (455,502) | (662,444) | 2,626,284 |

**United Way of Greenwich
Statements of Activities
March 2020 Year to Date (continued)**

| | <i>BUDGET</i> | | <i>ACTUAL</i> | | | | <u>Restricted Funds</u> | <u>Jul 1, 2018 - Jun 30, 2019</u> |
|--|------------------|------------------|------------------|------------------|------------------|------------------|-----------------------------|---------------------------------------|
| | Annual | YTD | YTD | Variance | Prior YTD | Variance | | |
| <u>UWG Operating expense allocation</u> | | | | | | | | |
| <u>Grants & Board Designated</u> | | | | | | | | |
| Grants to Agencies | 950,000 | 475,000 | 412,750 | (62,250) | 291,500 | 121,250 | - | 911,500 |
| Special/Critical Response Grants | 5,000 | 3,750 | 1,500 | (2,250) | - | 1,500 | - | - |
| Total Grants & Board Designated | 955,000 | 478,750 | 414,250 | (64,500) | 291,500 | 122,750 | - | 911,500 |
| <u>Program/Operating/Depreciation</u> | | | | | | | | |
| UWG Program/Operating | 790,906 | 580,777 | 469,429 | (111,348) | 413,972 | 55,457 | - | 609,793 |
| Community Planning Program/Operating | 83,039 | 66,845 | 88,620 | 21,775 | 21,547 | 67,073 | - | 27,390 |
| YIP Program/Operating | 106,383 | 79,239 | 88,517 | 9,278 | 77,054 | 11,463 | - | 108,833 |
| HSTS Program/Operating | 128,754 | 87,811 | 90,472 | 2,661 | 50,919 | 39,553 | - | 93,373 |
| ECAGS Program/Operating | 414,591 | 308,203 | 303,685 | (4,518) | 245,501 | 58,184 | - | 375,893 |
| Depreciation | 4,000 | 3,000 | 480 | (2,520) | 2,827 | (2,347) | - | 3,770 |
| Total Program/Operating/Depreciation | 1,527,673 | 1,125,875 | 1,041,202 | (84,673) | 811,820 | 229,382 | - | 1,219,052 |
| Total Expenses | 2,482,673 | 1,604,625 | 1,455,452 | (149,173) | 1,103,320 | 352,132 | - | 2,130,552 |
| Increase (Decrease) to Net Assets | (187,606) | 245,456 | 99,525 | (145,932) | 921,659 | (807,635) | | 495,732 |

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

| | <i>BUDGET</i> | | <i>ACTUAL</i> | | Prior YTD | Variance | Jul 1, 2018 - Jun 30, 2019 |
|--|----------------|----------------|----------------|------------------|----------------|---------------|-------------------------------|
| | Annual | YTD | YTD | Variance | | | |
| <u>Program/Operating/Depreciation</u> | | | | | | | |
| <u>UWG Program/Operating Expenses</u> | | | | | | | |
| Salaries & related expenses - UWG | 466,356 | 349,767 | 312,009 | (37,758) | 291,400 | 20,609 | 399,224 |
| Outsourced marketing | 54,000 | 40,500 | 40,500 | - | 36,000 | 4,500 | 49,500 |
| Outsourced accounting | 60,000 | 45,000 | 44,560 | (440) | 44,300 | 260 | 58,810 |
| State and National dues | 35,000 | 24,850 | 13,777 | (11,073) | 12,266 | 1,511 | 16,689 |
| Bank/brokerage/credit card fees | 22,500 | 15,835 | 14,261 | (1,574) | 21,343 | (7,082) | 26,986 |
| IT | 12,500 | 8,748 | 13,861 | 5,113 | 11,422 | 2,439 | 14,270 |
| Occupancy (rent/storage/maint/util) | 84,500 | 63,300 | 64,116 | 816 | 7,505 | 56,611 | 70,024 |
| Audit fees | 23,200 | 13,000 | 3,200 | (9,800) | - | 3,200 | 20,050 |
| Insurance | 16,250 | 11,652 | 10,820 | (832) | 10,057 | 763 | 13,748 |
| Office equipment | 7,500 | 5,751 | 4,358 | (1,393) | 5,982 | (1,624) | 7,162 |
| Campaign expenses | 39,000 | 33,416 | 15,748 | (17,668) | 13,998 | 1,750 | 19,949 |
| Marketing expenses | 8,500 | 6,375 | 8,894 | 2,519 | 7,778 | 1,116 | 11,256 |
| Postage/shipping | 6,500 | 4,875 | 2,324 | (2,551) | 2,388 | (64) | 2,388 |
| Office supplies and expenses | 5,500 | 4,125 | 4,162 | 37 | 4,644 | (482) | 6,140 |
| Telephone and internet | 7,500 | 5,625 | 5,813 | 188 | 5,329 | 484 | 7,110 |
| Other professional services | 2,000 | 1,500 | 2,193 | 693 | 1,994 | 199 | 3,013 |
| Subscriptions/memberships | 900 | 675 | - | (675) | - | - | 210 |
| Conferences/training | 1,000 | 733 | 169 | (564) | 199 | (30) | 349 |
| Misc expense | 500 | 375 | 449 | 74 | 589 | (140) | 703 |
| Board retreat | 5,000 | 5,000 | - | (5,000) | - | - | - |
| Board cultivation | 3,000 | 2,250 | - | (2,250) | - | - | - |
| Board expenses | 7,000 | 4,400 | 5,946 | 1,546 | 5,196 | 750 | 6,912 |
| Moving Expenses | 12,000 | - | - | - | - | - | - |
| Legal Fees | 2,500 | 1,875 | - | (1,875) | - | - | - |
| Total UWG Program/Operating Expenses | 882,706 | 649,627 | 567,160 | (82,468) | 482,390 | 84,769 | 734,493 |
| Less allocation to DIP youth cost structure | (29,400) | (22,050) | (23,991) | (1,941) | (21,951) | (2,040) | (34,584) |
| Less allocation to DIP HSTS cost structure | (15,600) | (11,700) | (25,641) | (13,941) | (11,469) | (14,172) | (30,645) |
| Less allocation to DIP ECAGS cost structure | (46,800) | (35,100) | (48,099) | (12,999) | (34,997) | (13,102) | (59,469) |
| Total UWG Program/Operating Expenses Post DI Allocation | 790,906 | 580,777 | 469,429 | (111,350) | 413,972 | 55,454 | 609,793 |
| <u>Community Planning Program Expenses</u> | | | | | | | |
| Salaries & related expenses | 20,539 | 14,970 | 21,102 | 6,132 | 20,297 | 805 | 25,568 |
| Needs Assessment | 60,000 | 50,000 | 65,657 | 15,657 | - | 65,657 | - |
| Community planning | 2,500 | 1,875 | 1,861 | (14) | 1,250 | 611 | 1,822 |
| Total Community Planning Program Expenses | 83,039 | 66,845 | 88,620 | 21,775 | 21,547 | 67,073 | 27,390 |
| <u>Youth Impact Programming</u> | | | | | | | |
| Salaries & related expenses - YIP | 56,983 | 42,358 | 53,362 | 11,004 | 43,718 | 9,644 | 58,562 |
| Salaries & related expenses - YIP Fundraising | - | - | 4,981 | 4,981 | 6,697 | (1,716) | 8,381 |
| Reading Champion Op Ex | 7,500 | 5,456 | 4,921 | (535) | 3,825 | 1,096 | 6,205 |
| Champions program materials | 7,500 | 5,625 | - | - | - | - | - |
| JRUW | 2,500 | 1,875 | 1,261 | - | 607 | 654 | 845 |
| Donor communication & social media | 1,000 | 750 | - | - | - | - | - |
| Direct fundraising costs | 1,500 | 1,125 | - | - | 256 | (256) | 256 |
| UWG Operating expense allocation | 29,400 | 22,050 | 23,991 | 1,941 | 21,951 | 2,040 | 34,584 |
| Total YIP Program/Operating Expenses | 106,383 | 79,239 | 88,517 | 17,391 | 77,054 | 11,463 | 108,833 |
| <u>HSTS Program/Operating Expenses</u> | | | | | | | |
| Salaries & related expenses - HSTS | 85,654 | 63,536 | 51,013 | (12,523) | 29,076 | 21,937 | 50,175 |
| Salaries & related expenses - HSTS Fundraising | - | - | 4,155 | 4,155 | 2,510 | 1,645 | 3,959 |
| VisionLink buildout | 15,000 | 5,000 | 3,810 | (1,190) | 6,600 | (2,790) | 6,980 |
| VisionLink seat licenses | 9,000 | 4,950 | 4,770 | (180) | - | 4,770 | - |
| Miscellaneous HSTS | 1,500 | 1,125 | 1,082 | (43) | 1,008 | 74 | 1,356 |
| Donor communication & social media | 1,000 | 750 | - | (750) | - | - | - |
| Direct fundraising costs | 1,000 | 750 | - | (750) | 256 | (256) | 256 |
| UWG Operating expense allocation | 15,600 | 11,700 | 25,641 | 13,941 | 11,469 | 14,172 | 30,645 |
| Total HSTS Program/Operating Expenses | 128,754 | 87,811 | 90,472 | 2,661 | 50,919 | 39,553 | 93,373 |

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

| | <u>BUDGET</u> | | <u>ACTUAL</u> | | <u>Prior YTD</u> | <u>Variance</u> | <u>Jul 1, 2018 - Jun 30, 2019</u> |
|---|------------------|------------------|------------------|-----------------|------------------|-----------------|---------------------------------------|
| | <u>Annual</u> | <u>YTD</u> | <u>YTD</u> | <u>Variance</u> | | | |
| <u>ECAGS Program/Operating Expenses</u> | | | | | | | |
| Salary & related expenses - Family Center ECAG | 153,130 | 114,848 | 112,537 | (2,311) | 94,574 | 17,963 | 135,023 |
| Salary & related expenses - UWG ECAGS | 41,078 | 29,805 | 47,700 | 17,895 | 40,066 | 7,634 | 52,616 |
| Salaries & related expenses - ECAGS Fundraisin | - | - | 5,396 | 5,396 | 10,730 | (5,334) | 12,414 |
| PAT affiliate fee & training | 1,650 | - | 1,340 | 1,340 | - | 1,340 | 1,650 |
| PAT supplies & incidental expenses | 37,150 | 27,863 | 25,423 | (2,440) | 19,057 | 6,366 | 28,834 |
| Instructional coach salary & related expenses | 75,983 | 56,488 | 49,355 | (7,133) | 36,051 | 13,304 | 52,023 |
| Instructional coach transportation & incidentals | 5,000 | 3,750 | 773 | (2,977) | 541 | 232 | 568 |
| Early childhood expert | 20,000 | 15,000 | 13,036 | (1,964) | 7,567 | 5,469 | 14,235 |
| Contingency (10% of staff/supplies) | 29,300 | 21,975 | 26 | (21,949) | 203 | (177) | 17,346 |
| Donor communication & social media | 2,000 | 1,500 | - | (1,500) | 722 | (722) | 722 |
| Direct fundraising costs | 2,500 | 1,875 | - | (1,875) | 993 | (993) | 993 |
| UWG Operating expense allocation | 46,800 | 35,100 | 48,099 | 12,999 | 34,997 | 13,102 | 59,469 |
| ECAGS Program/Operating Expenses | 414,591 | 308,203 | 303,685 | (4,918) | 245,501 | 58,184 | 375,893 |
| <u>Depreciation Expense</u> | 4,000 | 3,000 | 480 | (2,520) | 2,827 | - | 3,770 |
| <u>Total Expenses</u> | 1,527,673 | 1,125,875 | 1,041,202 | (76,561) | 811,820 | 231,726 | 1,219,052 |
| <i>Total salary & related expenses</i> | 746,593 | 556,924 | 519,073 | (7,851) | 480,545 | 68,528 | 662,922 |

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

| | <u>BUDGET</u> | | <u>ACTUAL</u> | | <u>Restricted Funds</u> |
|---|------------------|----------------|----------------------|------------------|-------------------------|
| | <u>Annual</u> | <u>Month</u> | <u>Current Month</u> | <u>Variance</u> | |
| <u>Support and Revenue</u> | | | | | |
| <u>Campaign Results</u> | | | | | |
| Local Campaign | 1,100,000 | 66,000 | 61,016 | (4,984) | - |
| Donor Designations - In | 140,000 | 9,000 | 13,561 | 4,561 | - |
| Donor Designations - Out | (15,000) | (1,000) | - | 999 | - |
| Less: Provision for Uncollectibles | (45,000) | (3,750) | (3,750) | - | - |
| Total Campaign Results | 1,180,000 | 70,250 | 70,826 | 577 | - |
| <u>Other Revenue</u> | | | | | |
| Other Contributions (bequests, spec gifts, etc) | 20,000 | 1,667 | - | (1,667) | - |
| Total Other Revenue | 20,000 | 1,667 | - | (1,667) | - |
| <u>Covid Relief</u> | | | | | |
| Covid relief revenue | - | - | 387,717 | 387,717 | - |
| Covid relief designations out | - | - | - | - | - |
| Covid Relief - restricted funds | - | - | (387,717) | (387,717) | (387,717) |
| Total Covid Relief Revenue | - | - | - | - | (387,717) |
| <u>Events</u> | | | | | |
| Sole Sisters (receipts) | 275,000 | 110,000 | - | (110,000) | - |
| Sole Sisters (expenses) | (50,000) | (20,000) | - | 20,000 | - |
| Total Sole Sisters | 225,000 | 90,000 | - | (90,000) | - |
| Golf (receipts) | 90,000 | 10,000 | 9,850 | (150) | - |
| Golf (expenses) | (40,000) | - | - | - | - |
| Total Golf | 50,000 | 10,000 | 9,850 | (150) | - |
| Comedy Night (receipts) | 116,434 | - | 500 | 500 | - |
| Comedy Night (expenses) | (32,311) | - | - | - | - |
| Total Comedy Night | 84,123 | - | 500 | 500 | - |
| Net Event Income | 359,123 | 100,000 | 10,350 | (89,650) | - |
| <u>DI Revenue</u> | | | | | |
| Youth Impact Programs | 110,000 | 9,167 | 750 | (8,417) | - |
| YIP - restricted funds | (4,617) | (285) | 6,810 | 7,195 | (6,810) |
| Total YIP Current Revenue | 105,383 | 8,782 | 7,560 | (1,222) | (6,810) |
| HSTS Program | 50,000 | 4,167 | - | (4,167) | - |
| HSTS - restricted funds | 75,754 | 6,313 | 5,648 | (665) | (5,648) |
| Total HSTS Revenue | 125,754 | 10,480 | 5,648 | (4,832) | (5,648) |
| ECAGS | 250,000 | 20,833 | - | (20,833) | - |
| ECAGS - restricted funds | 158,378 | 13,198 | 33,787 | 20,589 | (33,787) |
| Total ECAGS Current Revenue | 408,378 | 34,031 | 33,787 | (244) | (33,787) |
| Total DI Revenue | 639,515 | 53,293 | 46,995 | (6,298) | (46,245) |
| Total Revenue | 2,198,638 | 225,210 | 128,171 | (97,038) | (433,962) |
| Investment Income | 10,000 | 833 | 2,183 | 1,350 | - |
| Board designated reserve fund | 86,429 | 7,202 | (260,431) | (267,633) | - |
| Total Support and Revenue | 2,295,067 | 233,245 | (130,077) | (363,321) | (433,962) |
| <u>UWG Operating expense allocation</u> | | | | | |
| <u>Grants & Board Designated</u> | | | | | |
| Grants to Agencies | 950,000 | - | 32,500 | 32,500 | - |
| Special/Critical Response Grants | 5,000 | 417 | - | (417) | - |
| Total Grants & Board Designated | 955,000 | 417 | 32,500 | 32,083 | - |
| <u>Program/Operating/Depreciation</u> | | | | | |
| UWG Program/Operating | 778,906 | 63,865 | 54,600 | (9,265) | - |
| Community Planning Program/Operating | 83,039 | 14,608 | 1,958 | (12,650) | - |
| YIP Program/Operating | 106,383 | 9,041 | 7,560 | (1,481) | - |
| HSTS Program/Operating | 128,754 | 14,561 | 5,648 | (8,913) | - |
| ECAGS Program/Operating | 414,591 | 34,914 | 33,787 | (1,127) | - |
| Depreciation | 4,000 | 333 | 65 | (268) | - |
| Total Program/Operating/Depreciation | 1,515,673 | 137,322 | 103,620 | (33,702) | - |
| Total Expenses | 2,470,673 | 137,739 | 136,120 | (1,619) | - |
| Increase (Decrease) in Net Assets | (175,606) | 95,506 | (266,197) | (361,701) | (433,962) |

United Way of Greenwich
Statements of Functional Expenses
March 2020

| | <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 | 35,754 | (3,109) |
| 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 | 3,438 | (2,262) |
| Bank/brokerage/credit card fees | 22,500 | 1,666 | 1,613 | (53) |
| IT | 12,500 | 1,250 | 1,299 | 49 |
| Occupancy (rent/storage/maint/util) | 84,500 | 7,100 | 7,116 | 16 |
| Audit fees | 23,200 | - | 3,200 | 3,200 |
| Insurance | 16,250 | 1,550 | 1,249 | (301) |
| Office equipment | 7,500 | 583 | 234 | (350) |
| Campaign expenses | 39,000 | 1,861 | - | (1,861) |
| Marketing expenses | 8,500 | 708 | 323 | (385) |
| Postage/shipping | 6,500 | 542 | 219 | (323) |
| Office supplies and expenses | 5,500 | 458 | 442 | (15) |
| Telephone and internet | 7,500 | 625 | 633 | 8 |
| Other professional services | 2,000 | 167 | - | (167) |
| 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 | - | (300) |
| Legal Fees | 2,500 | 208 | - | (208) |
| Total UWG Program/Operating Expenses | 870,706 | 71,515 | 64,819 | (6,695) |
| Less allocation to DIP youth cost structure | (29,400) | (2,450) | (2,267) | 183 |
| Less allocation to DIP HSTS cost structure | (15,600) | (1,300) | (1,666) | (366) |
| Less allocation to DIP ECAGS cost structure | (46,800) | (3,900) | (6,285) | (2,385) |
| Total UWG Program/Operating Expenses Post DI Allocation | 778,906 | 63,865 | 54,600 | (9,265) |
| <u>Community Planning Program Expenses</u> | | | | |
| Salaries & related expenses | 20,539 | 1,900 | 1,923 | 23 |
| Needs assessment | 60,000 | 12,500 | - | (12,500) |
| Community planning | 2,500 | 208 | 35 | (173) |
| Total Community Planning Program Expenses | 83,039 | 14,608 | 1,958 | (12,650) |
| <u>Youth Impact Programming</u> | | | | |
| Salaries & related expenses - YIP | 56,983 | 4,868 | 4,187 | (681) |
| Salaries & related expenses - YIP Fundraising | - | - | 346 | 346 |
| Reading Champion Op Ex | 7,500 | 682 | 10 | (672) |
| Champions program materials | 7,500 | 625 | - | (625) |
| JRUW | 2,500 | 208 | 750 | 542 |
| Donor communication & social media | 1,000 | 83 | - | (83) |
| Direct fundraising costs | 1,500 | 125 | - | (125) |
| UWG Operating expense allocation | 29,400 | 2,450 | 2,267 | (183) |
| Total YIP Program/Operating Expenses | 106,383 | 9,041 | 7,560 | (1,481) |
| <u>HSTS Program/Operating Expenses</u> | | | | |
| Salaries & related expenses - HSTS | 85,654 | 7,420 | 3,082 | (4,338) |
| Salaries & related expenses - HSTS Fundraising | - | - | 249 | 249 |
| VisionLink buildout | 15,000 | 5,000 | - | (5,000) |
| 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 | 1,666 | 366 |
| Total HSTS Program/Operating Expenses | 128,754 | 14,561 | 5,648 | (8,913) |

United Way of Greenwich
Statements of Functional Expenses (continued)
March 2020

| | <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 | 12,634 | (127) |
| Salary & related expenses - UWG ECAGS | 41,078 | 3,756 | 5,981 | 2,225 |
| Salaries & related expenses - ECAGS Fundraising | - | - | 761 | 761 |
| PAT affiliate fee & training | 1,650 | - | - | - |
| PAT supplies & incidental expenses | 37,150 | 3,096 | 2,304 | (792) |
| Instructional coach salary & related expenses | 75,983 | 6,500 | 5,822 | (678) |
| 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 | 6,285 | 2,385 |
| Total ECAGS Program/Operating Expenses | 414,591 | 34,914 | 33,787 | (1,127) |
| <u>Depreciation Expense</u> | 4,000 | 333 | 65 | (268) |
| <u>Total Expenses</u> | 1,515,673 | 137,322 | 103,620 | (33,702) |
| <i>Total salary & related expenses</i> | <i>746,593</i> | <i>63,307</i> | <i>58,105</i> | <i>(5,202)</i> |

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

| | <u>3/31/2020</u> | <u>3/31/2019</u> | <u>6/30/2019</u> |
|--|------------------|------------------|------------------|
| ASSETS | | | |
| <u>CURRENT ASSETS</u> | | | |
| Cash and cash equivalents | 2,042,625 | 2,014,877 | 1,492,861 |
| Investments | 358,834 | 350,592 | 352,604 |
| Board designated reserve funds | 2,275,508 | 2,473,253 | 2,570,907 |
| Merrill Lynch endowment fund | 136,338 | 156,782 | 155,122 |
| Subtotal cash and investments | 4,813,305 | 4,995,504 | 4,571,494 |
| Pledges receivables | 358,505 | 359,272 | 230,745 |
| Present value discount | (4,538) | (6,643) | (4,538) |
| Less: allowance for uncollectible | (79,676) | (85,089) | (45,926) |
| Pledges receivable, net | 274,291 | 267,540 | 180,281 |
| Prepaid expenses | 30,643 | 11,294 | 9,278 |
| Total Current Assets | 5,118,239 | 5,274,338 | 4,761,053 |
| <u>FIXED ASSETS</u> | | | |
| Buildings and improvements | 6,480 | 6,480 | 6,480 |
| Less: accum depr. buildings & improv | (6,480) | (5,670) | (6,480) |
| Furniture and fixtures | 6,543 | 5,298 | 5,298 |
| Less: accum depr. furniture and fixtures | (1,496) | (883) | (1,015) |
| Fixed Assets, Net | 5,047 | 5,225 | 4,283 |
| TOTAL ASSETS | 5,123,286 | 5,279,563 | 4,765,336 |
| LIABILITIES AND NET ASSETS | | | |
| <u>CURRENT LIABILITIES</u> | | | |
| Accounts payable - trade | 55,579 | 21,988 | 102,069 |
| Accounts payable - donor designations | 1,401 | 150 | - |
| Deferred revenue | 203,945 | - | - |
| Accrued expenses | 6,876 | 5,972 | 20,295 |
| Total Current Liabilities | 267,801 | 28,110 | 122,364 |
| <u>NET ASSETS</u> | | | |
| Operating net assets | 655,206 | 1,190,346 | 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 | 96,946 | 250,000 | 250,000 |
| Total Board designated net assets | 3,155,873 | 3,180,154 | 3,308,927 |
| Donor designated restrictions: | | | |
| Covid relief | 387,717 | - | - |
| Direct impact - YIP | 83,375 | 37,991 | 33,445 |
| Direct impact - ECAGS | 393,805 | 566,188 | 499,936 |
| Direct impact - HSTS | 14,387 | 106,353 | 79,859 |
| Temporarily restricted - other | 165,122 | 170,421 | 165,122 |
| Total Net Assets | 4,855,485 | 5,251,453 | 4,642,972 |
| TOTAL LIABILITIES AND NET ASSETS | 5,123,286 | 5,279,563 | 4,765,336 |