



Greenwich United Way March 2020 Financial Snapshot

Revenues (Statement of Activities - YTD)

Results (thru 3/31/2020)

- We are ahead last year on campaign \$77k and ahead this year's budget by \$50k. Some "regular" gifts still outstanding.
- Total revenue (includes campaign, events, DI, "other contributions") is at \$1.76mm or ~1% under budget.
- TOTAL SUPPORT AND REVENUE (includes campaign, events, DI, "other contributions" **and** investment income) is at \$1.55mm or 19% under budget. Variance here due to deferment of Sole Sisters revenue and drop in BDRF.
- ECAGS revenue behind due to the shift in partner resources which has led to a lag in fundraising. New donor deck awaiting GPS data.
- COVID Relief Fund thru March – raised \$388k (see CEO Report for current details)

Investment income

- BDRF is down \$273k vs YTD budget down \$260k for March.
- Merrill Lynch fund down \$1.6k for year and up \$2.2k for March.

Expense review (Detail of Expenses - YTD)

Salaries:

- **YTD, overall** salaries (\$7.8k) under budget.

UWG Program/Operating Expenses (Major Variances)

- **Overall**, program/operating expenses are (\$149k) 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 \$~2.04mm.
- Restricted total is ~\$1.02mm; unrestricted total is ~\$910k.

A note on Direct Impact Revenues:

- As of 3/31/20, we have gifts and pledges totaling ~\$2.04mm for DI.
- YIP - \$83k in temporarily restricted pledges.
- ECAGS - \$393k in temporarily restricted pledges.
- HSTS - \$19k in temporarily restricted pledges.
- **See DI Snapshot for more details**