



Greenwich United Way April 2020 Financial Snapshot

Revenues (Statement of Activities - YTD)

Results (thru 4/30/2020)

- We are ahead last year on campaign \$84k and ahead this year's budget by \$55k. Some "regular" gifts still outstanding.
- Total revenue (includes campaign, events, DI, "other contributions") is at \$1.87mm or ~7% under budget.
- TOTAL SUPPORT AND REVENUE (includes campaign, events, DI, "other contributions" **and** investment income) is at \$1.86mm or 11% under budget. Variance here due to deferment of Sole Sisters revenue.
- 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 April - raised \$713k (see CEO Report for current details)

Investment income

- BDRF is down (\$89.5k) vs YTD budget and up \$191k for April.
- Merrill Lynch fund down (\$1.4k) for year and up \$.9k for April.

Expense review (Detail of Expenses - YTD)

Salaries:

- **YTD, overall** salaries (\$13k) under budget.

UWG Program/Operating Expenses (Major Variances)

- **Overall**, program/operating expenses are (\$164k) under budget. Part of this variance is due to \$475k budgeted to grants being made but only \$412k granted ytd.
- Other variances are due to timing.

Balance Sheet

- The GUW's cash position stands at \$~2.3mm.
- Restricted total is ~\$1.08mm; unrestricted total is ~\$1.15mm

A note on Direct Impact Revenues:

- As of 4/30/20, we have gifts and pledges totaling ~\$2.05mm for DI.
- YIP - \$78.5k in temporarily restricted pledges.
- ECAGS -\$396k in temporarily restricted pledges.
- HSTS - \$9k in temporarily restricted pledges.
- **See DI Snapshot for more details**